CANADIAN FARM IMPLEMENTS

1906

CANADIAN FARM IMPLEMENTS

VOL. III, No. I. WINNIPEG, MAN., JANUARY, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

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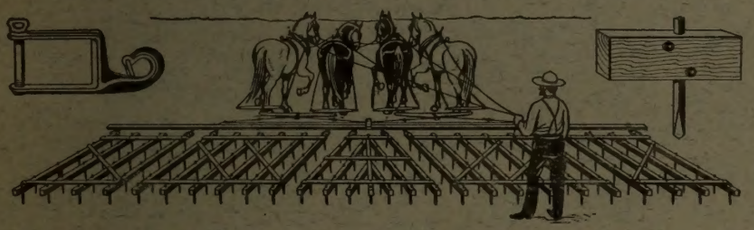

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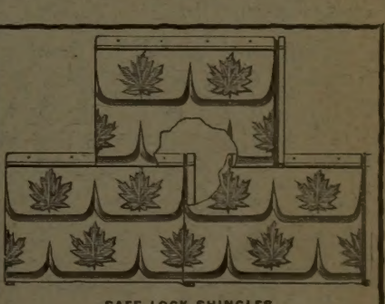

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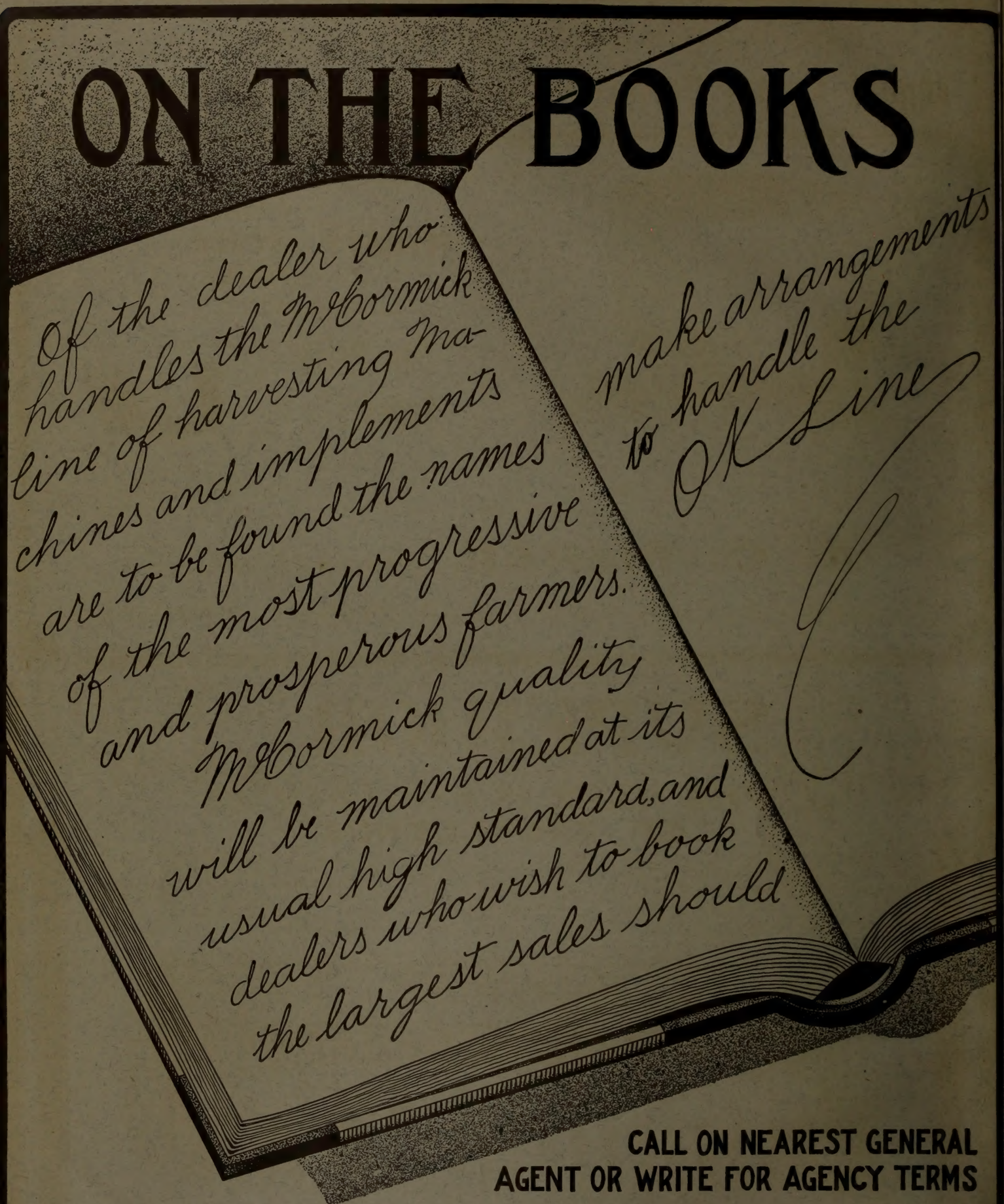
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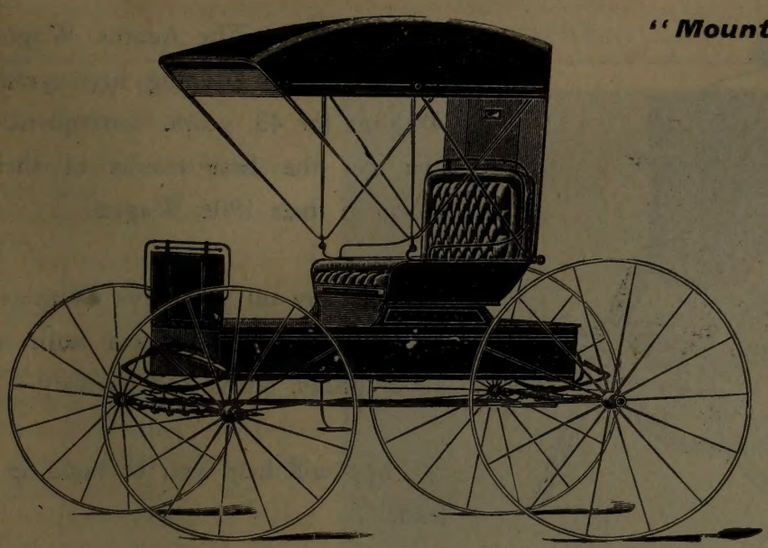

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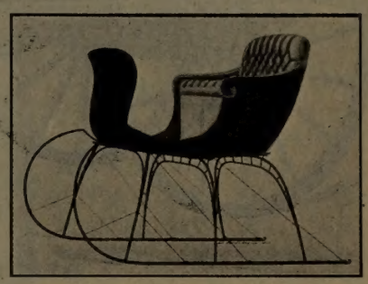

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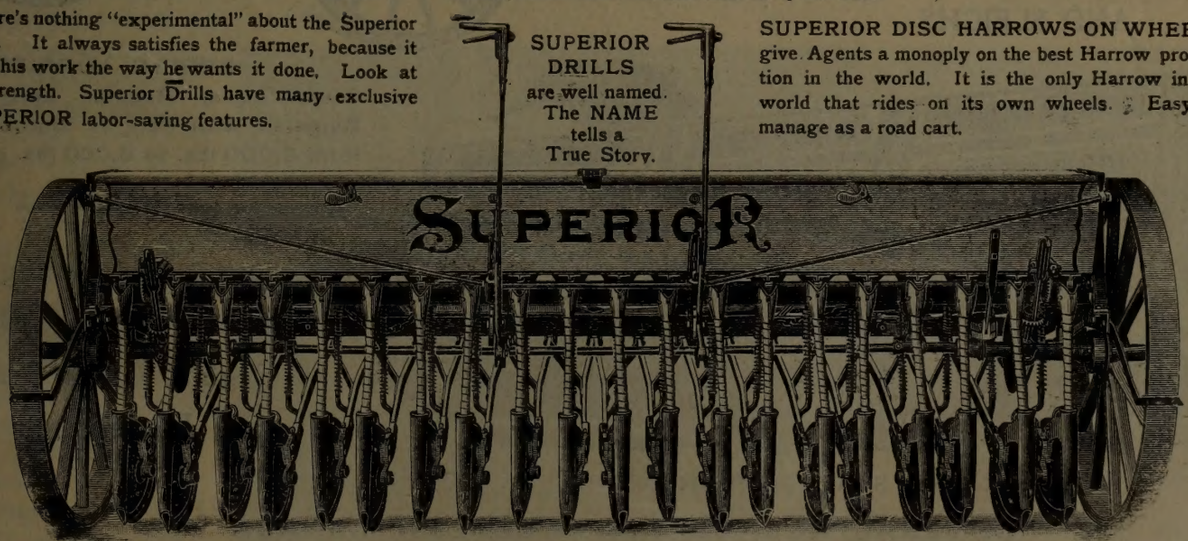

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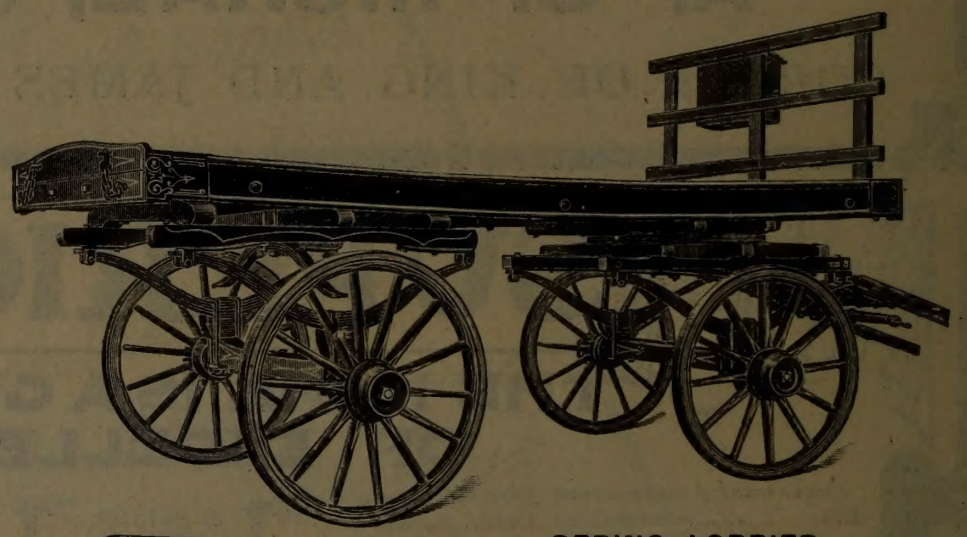

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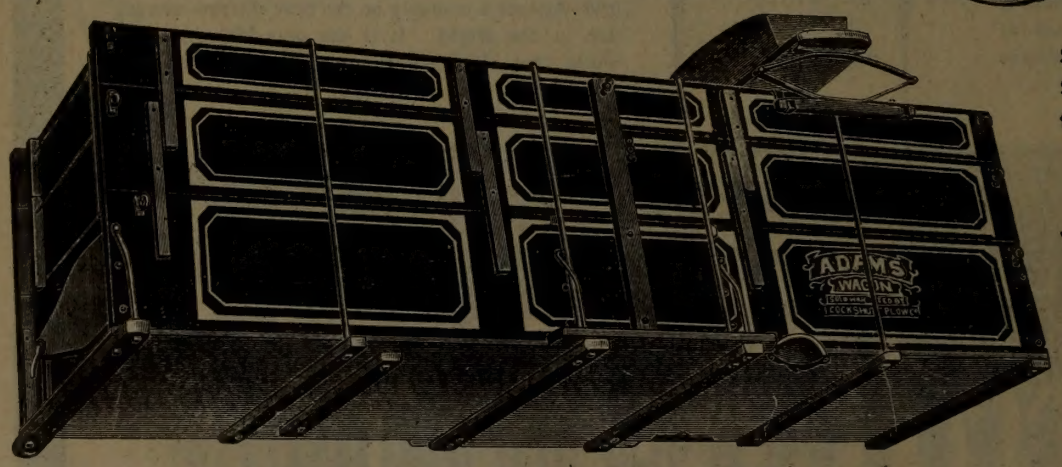

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WINNIPEG, MAN.

CANADIAN FARM IMPLEMENTS

Vol. III, No. 1. WINNIPEG, MAN., JANUARY, 1906. SUBSCRIPTION PRICE { Per Copy 5c. Per Year 50c.

Curling---Winter Game of the North-West.

"Now rival parishes and shrievedoms, keep
On upland lochs, the long expected tryst
To play their yearly bonspiel."
Grahame.—1809.

The game of curling, now recognized throughout the English speaking world wherever ice is to be had as the national game of the Scotchman, is one of the oldest, if not the oldest, of our winter sports. Its introduction into the "land o' cakes," which is credited by some authorities to the people of Flanders, can be traced back to a period of over four hundred years, after which its history becomes lost in the mists of time. While this pastime is of such a great age it is only during the past century and a half that it has taken on the dignity of a national game, and it has made rapid and marked progress in improvement in the years that have since intervened.

In the olden days, before it took on any semblance of scientific form, the game was played with rough unshapely boulders, but with its marvelous developement and progress there has come an equally great change in the types of stones. The original stone was known as the "kuting" or "channel-stane," and these were generally secured from the beds of streams, hence the latter name. They were notched or hollowed on either side for the finger and thumb of the player, and each stone had an individuality of its own. Later an improvement was made by the addition of a handle to replace the notches or hollows, and these, though often attached to ungainly boulders, were found to give the player greater control over his play and more power over the stone.

Early in the beginning of the nineteenth century someone, now unknown to the curling world, devised the making of stones of a circular shape, and of polishing them, until to-day we have the smooth, circular, highly polished block, which to the eye of the enthusiastic curler is "a thing of beauty and a joy forever." For many years after the introduction of this style of stone there was a great deal of difference in the weight of them, and though of the same general character, they were entirely lacking in those individual qualities that had made famous the "stanes" of earlier days. On pebbled ice, however, the circular type of polished stone was found to add a variety and a precision to the game not known before.

A GOOD "END."

Curling is a scientific game, requiring tact, skill, and canny patience; and is admirably adapted to all ages and degrees of bodily strength. In it there is enough of the element of chance to make it interesting and fascinating; it affords ample room for the development of the eye, brain, and body in healthy and invigorating exercise, and we doubt if there is any other sport productive of so much sociability and fraternity. It is a game of gentlemen, and seldom, if ever, is this kindly, courteous spirit forgotten on the rink, even where the keenest rivally exists, and championships hang in the balance. In short, this king of winter recreations is a harmonious blending of all the various factors that tend

[By Courtesy of the American-Abell Company]
GENERAL VIEW OF CURLING RINK.

towards the making of a manly man.

The rink upon which the game is played must be forty-two yards long from the "hack" to the "tee." At each end of the ice are a series of circles known as the "home" or "ring," the centre of which is called the "tee," and which may be clearly seen in our illustration. The point at which the player stands in delivering his stone is called the "hack." Each team or "rink," as it is called in the parlance of the curler, is composed of four players aside, one of which is the "skip" or captain. Each player is allowed two stones, playing one stone alternately with his opponent, and so continuing in the same rotation throughout the game, until a certain number of "heads" or "ends" agreed upon are played and the game brought to a conclusion A "head" or "end" is when a change is made from one end of the rink to the other after the eight players have had their two shots each.

The "skip," who must be a thoroughly experienced player, full of judgment, cool, and of the utmost discretion, has the exclusive management and control of the game for his "rink." When his turn to play comes he appoints a player to act in his place, and does not again assume control until he has played his shots and returned to the "tee-head." This responsible position can only be attained after years of practice, and the fortunate player receiving such is regarded as fully versed in, and master of, all the fine points of the game.

In Western Canada where ideal conditions for curling exist for at least four months each year, the devotees of the game may be numbered by the thousands. One of the most promising features in this connection is the fact that it is played almost altogether by the busy business men of the towns and villages of the West, who, after they have played their home series of matches and won the honors locally, come to the annual Bonspiel, held in the city of Winnipeg for ten days each year, to compete for the various championships, and the handsome cups, tankards, and other trophies, offered by private individuals and companies for the winning rinks. Then Winnipeg takes on holiday attire, and the gala time of the winter season has begun. Visitors to the city, who know nothing of the game of curling, are frequently surprised, often amused, and always interested in the appearance of burly figures in big fur coats marching down the streets in groups of ten or twelve, carrying their brooms over their shoulders, going to and from the rinks to their stopping places. The prizes these men compete for are generally of great value, often running from $250 to $400, for the cups, tankards, trophies, etc., alone, in addition to which smaller awards, such as watches, lockets, pieces of cut glass, etc., are given to the individual members of the team winning the competition.

The game has had a marvelous growth in this country, and continues to grow in popular favor as the years roll past. The first club formed in this territory was the Granite Club of this city, organized in 1880, when the business places of the village might have been counted on one's fingers, and when the inhabitants failed to realize the great heritage in store for them. In 1888 this club affiliated with the Royal Caledonian Curling Club of Scotland, being the first club west of the Great Lakes to join with the parent organization, and then forming the Manitoba branch of that body. Since that time almost every other club in this country has been brought into the fold, until last year there were over a hundred in affiliation, with an aggregate membership of over three thousand three hundred.

At last year's 'Spiel there were over six hundred and sixty actual participators, rinks coming from as far East as Montreal and from as far West as Nelson, B.C. For this season's 'Spiel rinks from as far East as Waterloo, Ont., and Toronto, have signified their intention of being present, and there is every indication that this annual Bonspiel will be the greatest in the history of the "roarin' game."

A Change of Name.

The Mount Forest Carriage Co., Ltd., of Mount Forest, Ont., recently took over the business of the Palmerston Carriage Co., of that place. They have acquired all the patents and improvements made by the old firm, and have increased their capital stock in order to meet the increased demands of the carriage trade to $100,000. There will be no change either in the management or staff, so that the company will be in a position to give all old customers, also new buyers, every facility for high-grade work, prompt shipments, and courteous treatment as in the past. This change of name is simply the termination of plans formulated along this line when the company's plant was moved from Palmerston to Mount Forest.

Edmonton.

Mr. C. C. Macdonald, Western representative of the National Manufacturing Co., of Pembroke, Ont., makers of the Uneeda cream separator, was in this locality for a few days a short time ago. He was making the towns springing up along ths line of the C.N.R., securing agents, etc. He reported himself as well pleased with the outlook throughout this district, and is particularly gratified with the prospects of this city's development.

Owing to the fact that there has scarcely been any snow at all this winter, and practically no sleighing, the local trade in cutters and sleighs has been very light. This has in a measure, however, been offset by a fairly large and continued demand for wheeled vehicles, principally wagons.

Mr. H. Bowen has resigned his position as local manager of the Massey Harris Co. No announcement has yet been made as to what his future plans are, but it is altogether likely that he will devote his time and energies to his large real estate interests here.

Kelly & Beals, agents for the Frost & Wood Co. at this point, are reported to have dissolved partnership, and to have listed their property for sale.

Mr. D. McKillop, traveller for the Fairchild Co., was in this vicinity for a few days looking after their interests.

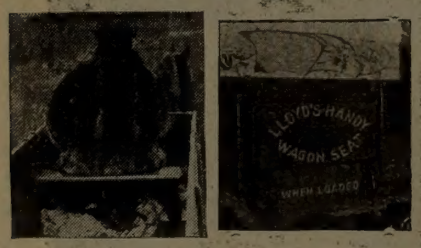
Since grain buying commenced at points along the line of the C. N. R. there has been a very noticeable increase in collections. More money is gradually being placed in circulation, and this condition is hailed with delight by the business people of this place.

Mr. J. Dobbin, formerly connected with the staff of the International Harvester Co., at Calgary, has accepted a position as traveller for the National Mfg. Co., manufacturers of the Uneeda cream separators. His territory will be Alberta and his headquarters Calgary.

The Great West Implement Co., of this city, who represent the Fairchild Co., of Winnipeg, are placing considerable quantities of goods in the new towns along the line of the Canadian Northern Railway. Mr. H. A. Dunn, of Calgary, a representative of the Fairchild people, was here a short time ago for a couple of days.

LLOYD'S

HANDY WAGON SEAT.



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It is cheaper, lighter, handier, easier riding, more durable, and warmer than any other.

Just the Seat for stockracks, sleigh and wagon boxes, and for driving and sleighing parties.

For price and particulars address:

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LATEST IMPROVED

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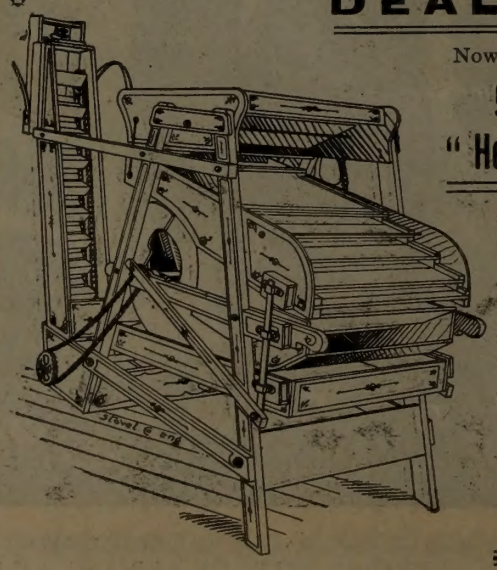

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The "Hero" Grain Separator leads in the thoroughness of work, giving a complete separation of all kinds of grain the first time through. Sold with or without bagger. Size:—width, 2 ft. 4 in.; length, 3 ft. 9 in.; height, 4 ft. 2 in.; weight, 150 lbs.; Baggers, 30lbs.
Write us for full particulars, catalogues, etc
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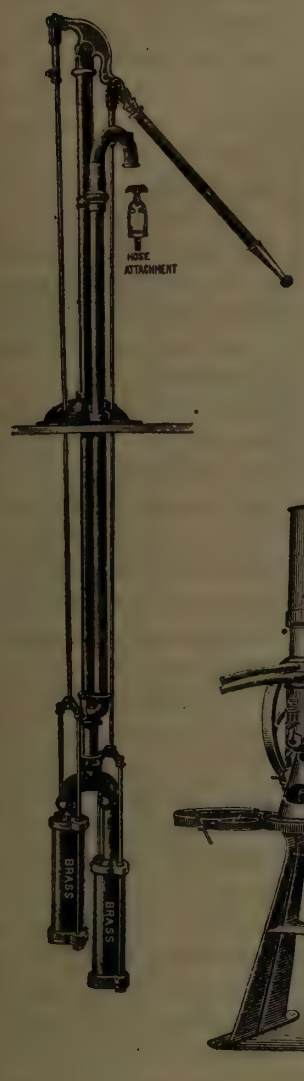
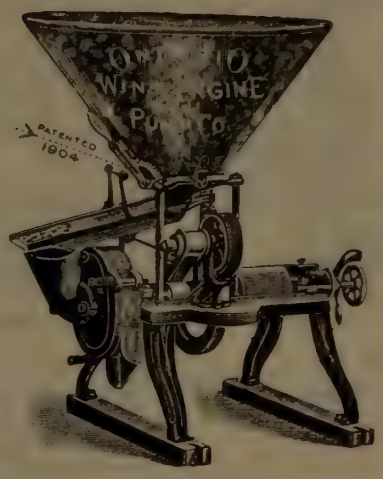


Mr. DEALER.--Are you coming to the Winnipeg Bonspiel? If so take a Belt Line Car to Logan and Nena Streets, and you are only a short block from our new Warehouse, where we want to show you the following lines of Up-to-date goods. If you are not coming in write us for Catalogues and Prices, etc.



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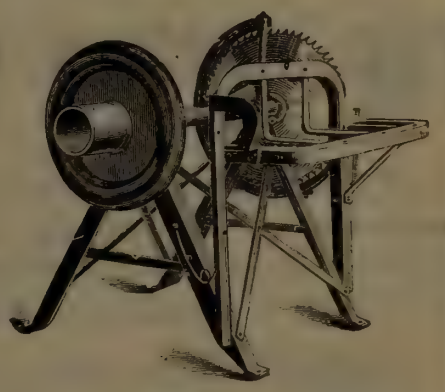

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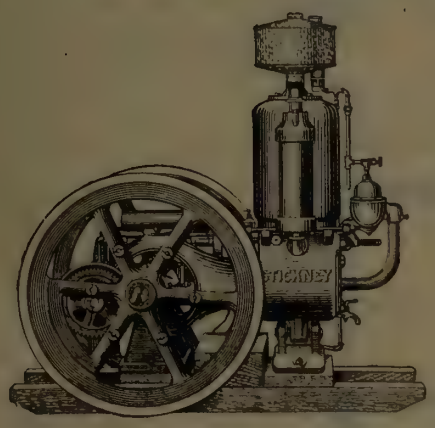
Sizes: 24, 26, 28 and 30 inch.

PUMPS--ALL STYLES.
In Wood or Iron, Single and Double Acting.

TANKS--ALL SIZES, WOOD OR STEEL.



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They get all the Cream.

STICKNEY HORIZONTAL ENGINES,
The latest and best. Stationery and Portable, Gravity and Pump feed.
Sizes: 2½, 4½. 6, 9, 12, 15, & 25 H.P.

B. BELL & SON--
HORSE POWERS, TREAD POWERS
FEED CUTTERS, ROOT PULPERS
LAND ROLLERS.

The Cream Separator Trade as it is and as it should be.

A. MARCKEL.

[An Address before the annual convention of the Minnesota Retail Implement Dealers' Association.]

The cream separator business in the past has been largely handled by farmer agents and local creameries, the farmer agent standing ever ready to divide his commission with the customer and the local creamery agent ready to make a sale even though it be at actual cost in order to gain a new patron to his creamery. I am pleased to note that the separator business of to-day is fast passing into the hands of wide-awake legitimate implement dealers, due largely to the interest taken in the sale of separators by some of our leading implement jobbers.

The cream separator business has, in the past, also been handled by manufacturers and dealers on the fighting order, — advertising contests, etc., very much on the same order as in olden times plows were handled. This feature of the business has been eliminated to a great extent, and well it should be, as there is nothing to gain and only bad feeling created and a detriment to everyone concerned.

The cream separator business as it is now carried on is a very satisfactory business. As mentioned, it is now being handled by legitimate implement dealers. However, there is one great improvement needed and that is that there be more legitimate competition among the dealers themselves ; for instance, when a dealer places a cream separator with a farmer on trial there is a tendency on the part of his competitor to go right out and place another one there, and a third one comes in, and so on, which is neither more right nor proper than it would be if one dealer sold a farmer a gang plow, or a wagon and ask him to try it with a view to geting him to return the one he was using.

Cream separators are no different from other articles in the implement line and should be treated identically the same. Of course, the dealer guarantees the separator to be as close a skimmer as any on the market, to say nothing more, and if the farmer is able to demonstrate that it is not, then it is "up to" the dealer to convince the farmer of his error.

When selling cream separators a signed order should be secured, if the farmer is strictly in the market for a separator. Such order blanks are furnished by all cream separator concerns. These order blanks cover a warranty and the farmer should be expected to settle according to said warranty. Of course there are farmers, who, in their own estimation, are not ready to buy a separator, to whom the dealer is anxious to sell, knowing that they should have separators ; in which case it is advisable for the dealer to take out a separator, or allow the farmer to take one out, and let him try it for a reasonable time. During this time his competitor should not interfere in any way, until the first dealer has failed to make a sale.

Another matter to be considered is the fight of some local creameries against hand separators. The butter makers and stockholders of the creameries should be shown the error of their ways in fighting hand separators, for several reasons. First : It has been demonstrated in all dairy countries that a cream separator in the hands of a farmer is a profitable investment, for the reason that it saves time, and he can have the skim milk to feed to his young stock when it is warm and fresh, without any danger of carrying tuberculosis, as he is liable to do when hauling skim milk from the creamery.

Second : If the local creamery continues to fight hand separators sooner or later the farmers, from interviews with other farmers, who own hand separators on the outskirts, possibly, or, who having read of the advisability of the separator in some dairy or farm papers, will buy a hand separator and commence to ship his cream to some centralizing plant ; and whether or not the centralizing plants are in a position to pay a better price for the cream than the local creamery they

Gie's the "Inturn" Laddie, "T" wecht, and weel staun—GAME UP.

Then let's gang tae see Mac, and he'll tell us a' about

THE UNEEDA CREAM SEPARATOR

It's the brawest ane on the market. It maks freens everywhere. It's made in Canada, the hame o' the curlers.

A ten year guarantee is printed on every machine.

The terms allow the dealer to make an excellent profit.

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Superior construction along the lines of simplicity and durability ; and consistent efficiency won for the

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WORLD'S RECORD

For Close Skimming.

Such overwhelming and undeniable superiority make the U. S. Separator a ready seller. In fact, no progressive implement dealers can be induced to handle any other make if they investigate the facts, and are able to obtain the agency for the U. S. Our free catalogues contain full particulars—write for one.

VERMONT FARM MACHINE CO. - Bellows Fall, Vt.

18 centrally located distributed warehouses throughout the United States & Canada

seem able to convince the farmers that they can do so, and when a farmer once commences to ship his cream, it is a hard matter at some future time for the local creamery, when it decides to fall into line, to get that particular farmer back again.

The local implement dealer, through whose hands the hand separators are being sold should bring this matter up in a way that will benefit the creamery and its patrons, the farmers themselves as dairymen, and also benefit himself as a business man in that particular town without taking into account the profit on hand separators, which have come to stay.

Successful creameries should immediately advocate the use of hand separators, and equip themselves to pay for cream on the basis, of, say, the New York butter market, and they certainly are in as good position, at least, and possibly better, to pay as high a price as any centralizing plant.

Now, in regard to catalogue house separators, I find that some dealers complain a good deal about the catalogue house doing business in their localities, which is a hard matter to overcome, for this reason: The farmer is able to buy from the catalogue house a separator that works fairly well for about one-half the price that a local dealer is compelled to ask. The cost of any catalogue house separator being almost equal that of any standard make, I can see no good reason why the manufacturers of such standard machines should not be asked to reduce their prices to agents and thus assist the local dealers in combatting the catalogue house question.

At a reduced price it would be an easy matter for the dealer to call the farmer's attention to the fact that a cream separator is the very last thing on earth he should buy from a catalogue house, as he can make or lose a great amount of money in a year's time, without being conscious of it, depending on whether or not he has a cream separator with which he gets all the cream there is in his milk. For instance: Take the difference in the skimming qualities of two separators of five one-hundredths of 1 per cent, which may seem to you a very small difference. Presuming that your milk will test 4 per cent or four pounds of butter fat to every 100 pounds of milk, and this small difference of five one-hundredths of 1 per cent means a loss to the farmer of one-fifth of a pound of butter

THE DE LAVAL

IS THE STANDARD OF EXCELLENCE IN CREAM SEPARATORS

EXCLUSIVE HIGHEST AWARDS

CHICAGO, PARIS, BUFFALO, ST. LOUIS, PORTLAND

OVER 700,000 IN USE

More than ten times all other makes combined.

If Cream Separators interest you from the standpoint of user or dealer call at our Office or send for our Catalogue.

The De Laval Separator Co.,

14 and 16 PRINCESS STREET, WINNIPEG

MONTREAL TORONTO NEW YORK CHICAGO PHILADALPHIA SAN FRANCISCO PORTLAND

Melotte

A Special Feature Of "THE MELOTTE"

Is the **FRICTIONLESS SELF-BALANCING BOWL** which saves **One third the Power, One-Third the Wear, and ALL the Annoyance** of Separators having bowls supported on rigid spindles.

WRITE US.

TO THE DEALERS—

WE HAVE SEASONABLE LINES THAT WILL INTEREST YOU:

TENNESSEE WOOD PUMPS
Double-Action Iron Force Pumps
Screen Doors and Refrigerators
TRIP HAMMERS
GASOLINE ENGINES
HORSE STOCKS
BUFFALO BLOWERS AND DRILLS
STEEL HOG TROUGHS

If You are in the City Bonspiel Week Call and See Us.

Melotte Cream Separator Co., Ltd.

P.O. BOX 604. 124 Princess Street, WINNIPEG.

to every 100 pounds of milk. Figuring that he owns ten cows, and they average only three quarts of milk to the milking, in 365 days this amounts to 43,800 pounds of milk. The loss of one-fifth of a pound of butter fat to every 100 pounds of milk means a loss of eighty-seven pounds of butter fat, which, at 20 cents a pound, amounts to $17.40. This is putting the case very mildly, as the average catalogue house separator will not come within five one-hundredths of 1 per cent of a high grade separator, nor anywhere near that high mark.

If these figures are brought before a farmer of some intelligence he will see what a great loss he will sustain. The matter of repairs is also the same with a cream separator as with any other implement.

Catalogue houses buy separators built by one concern one year and from some one else the next, and so on, and when a farmer wants some new parts or repairs he is "up against it." I could enlarge upon this to quite an extent, by citing instances, etc., but you are familiar with the matter of repairs for catalogue house goods. Possibly some one has the subject of "Catalogue House Goods" for this convention; therefore it will not be necessary to mention the fact that there are no concerns that are getting rich faster than the catalogue houses, and, of course, the "farmer pays the freight" in one way or another.

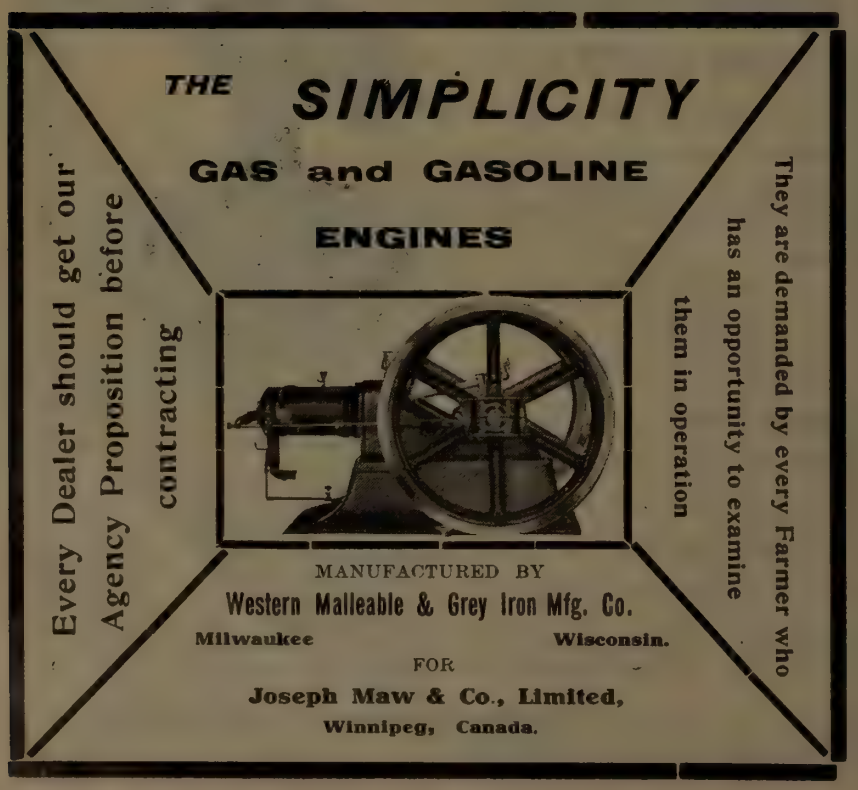
In regard to the future of the cream separator business, taking up the matter as I have outlined, with the farmer and the local creamery is one good way of improving it. The first thing for a dealer to do, of course, is to take on a separator that is well known, and if possible get one that is both well known and has some features of individuality about it, which is necessary nowadays with any tool or implement on account of keen competition.

The next thing to do is to handle it as already mentioned in regard to making the sale, and when the sale is made, take particular pains to educate the farmer to the fact that the separator is a technical tool and must have the best of attention in order to get the best results. Advise him as to what trouble he might have, if he is careless with it, and how to remedy it. In other words, make an expert out of him, if possible, from the start.

Unfortuately, a good many dealers who handle seqarators know less about them than the farmers themselves, which is detrimental to business. If the dealers and their men would become posted themselves, and as suggested, would take a little extra pains to educate their customers, the separator business would be very much more pleasant and decidedly more profitable.

In the matter of profits, generally speaking, the implement bnsiness, especially throughout the state of Minnesota, is being handled on a very close margin of profit on the investment. If cream separators are sold on the basis of list price, which all legitimate cream separator manufacturers and jobbers insist upon, the margin of profit is better than anything else in the implement line, except, possibly, vehicles.

The wide-awake dealer will take up and push such speciality lines as cream separators, gasoline engines for running the separators, grinding feed for cows, etc., and work in an occasional manure spreader, which will fertilize the land and produce feed in abundance, and result in making the cow a good producer, and thus assist in the sale of the hand separator and the enlargement of the dealer's purse, without much additional expense.


THE SIMPLICITY
GAS and GASOLINE
ENGINES
Every Dealer should get our Agency Proposition before contracting
They are demanded by every Farmer who has an opportunity to examine them in operation
MANUFACTURED BY
Western Malleable & Grey Iron Mfg. Co.
Milwaukee Wisconsin.
FOR
Joseph Maw & Co., Limited,
Winnipeg, Canada.

Regina.

We regret to report that Mr. Harry Green, of the firm of Green & Good, implement dealers, of Moose Jaw, Sask., died at his home there on December 15th, after a short illness. Mr. Green was among the early settlers who came through all the trying times essential to the development of a new country, and was one of the oldest and most successful implement dealers in the West. He was a man of genial disposition, and was a general favorite with all the travellers. The funeral was a civic one, and was taken charge of by the united brethren of the I. O. F., I. O. O. F., and the A. O. U. W. The service was held in the Opera House, and throngs of people eager to pay their respects to a well-beloved and good citizen were unable to obtain seats. The deceased was a member of the city council for some years. He leaves a family of small boys to mourn his loss, his wife having died about two years ago. In his will he did not forget the hospital and other deserving institutions, dealing with them generously from the estate which he left. His partner, Mr. Roy Good, will continue the business.

Mr. John Doan, of Stony Beach, has accepted a position as traveller for the American-Abell Engine & Thresher Co. "Jack" is a business getter, and will undoubtedly make good in his new sphere of action.

Mr. Mumford, of the J. I. Case T. & M. Co., and Mr. Thos. Wilkinson, of the Cockshutt Plow Co., made a trip over the Kirkella branch a short time ago in the interests of their respective companies.

Rogers & Westover is the name of a new firm opening up in the implement business at Milestone, Sask. They will handle Frost & Wood goods.

Mr. Frank Stevens, of the Cockshutt Plow Co. here, has just returned from spending the holiday season at his home in Selkirk, Man.

Mr. Wm. Reid, of Milestone, Sask., is retiring from the machine business.

Adams & Allan, who have been operating a general and implement store at Lang, Sask., are dissolving partnership. Mr. Adam continues in the general store, while Mr. Allan takes over the implement end of the business.

It is our sad duty to record the death of another old time implement man in the person of Mr. McKerlie, of the firm of Scott & McKerlie, dealers in farm implements and machinery at Davidson, Sask. Mr. McKerlie came to his death by falling from a moving train near London, Ont., while on his way East to receive a large fortune left him by the will of his father, who died last fall. The late gentleman was an energetic business man and the people of Davidson will mourn the loss of a good citizen. It is altogether likely that Mr. Scott will continue the business.

Mr. D. A. McDonald, of this city, is at present absent on a visit to friends in the East.

Messrs. Reid Bros., of the Regina foundry, intend to build a number of steam plows for this season's trade.

The Twine Situation.

The following is what the Cordage Trade Journal has to say regarding the binder twine situation: "Trading in binder twine during the last fortnight has been very moderate. The International Harvester Company and the Plymouth Cordage Company continue to do business on the priceless contract basis, notwithstanding the reactionary tendency among merchants concerning this method. Quotations for the better grades of binder twine are equivalent to the following f.o.b. Eastern factories:

Binder Twin.	Cents per pound.
White Sisal (500 feet to the pound)	9 @ 9½
Standard (500 to the pound)	9 @ 9½
Standard Manila (550 feet to the pound)	10 @10½
Manila (600 feet to the pound)	11 @11½
Pure Manila (650 feet to the pound)	13 @13¼

Increasing their Facilities.

The O. K. Champion Potato Machinery Co., of Hammond, Ind., have increased their facilities for making their planters, diggers, etc. They have just completed the erection of a workshop 125x60 feet ground space, their fast increasing trade having made it imperative that they enlarge their quarters.

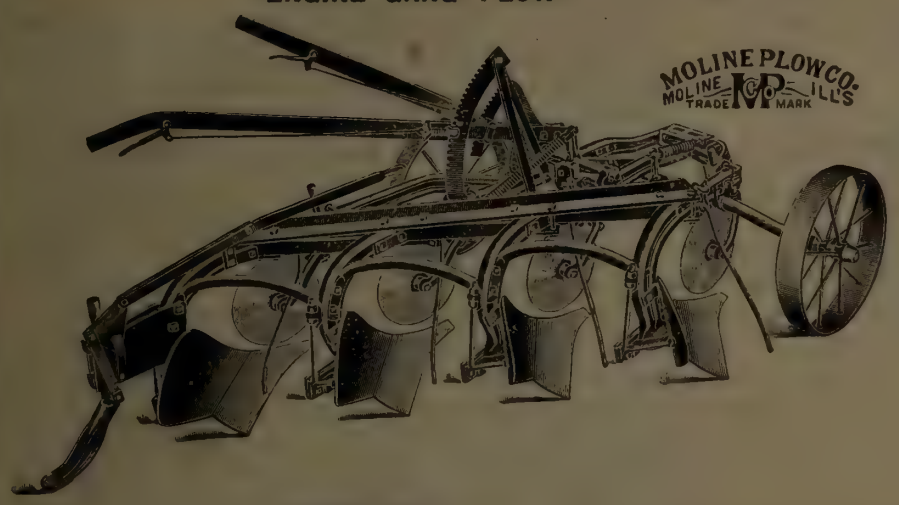
THE MOLINE LINE

MAKES PROSPEROUS DEALERS.

Be Sure and See It when You Attend the Bonspiel

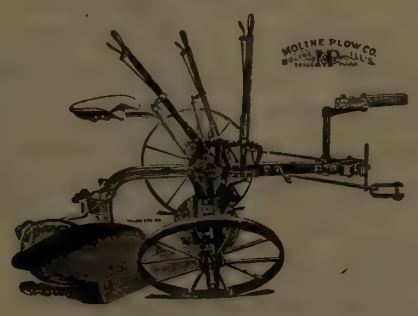
Our Complete Line for 1906 will be displayed in our ***New Building, Logan Avenue West,*** and we extend to ***every Dealer,*** whether a customer of ours or not, a hearty invitation to visit us before you Curl, after Curling, and between the Matches. Every seasonable article we sell will be shown on our Sample Floor, and no more complete display of Modern Implements, Wagons, Vehicles, etc., can be found in the City. Let us show you the following lines

ENGINE GANG PLOW



BEST EVER-GANG PLOW

GOOD ENOUGH
SULKEY PLOW
THE BEST PLOW ON EARTH
FOR THE MONEY.



Famous Moline Implements.

Best Ever-Gang and Sulky Plows

Disc and Lever Harrows

Handle and Breaking Plows

Flying Dutchman Engine Gang Plows

Genuine T. G. Mandt

Wagons, Sleighs and Trucks

Original Fish Bros.

Racine, Wis., Wagons

Crescent Canadian Wagons

Durant-Dort Carriages,

Democrats, Carts, etc.

Henney Buggies and Mountain Work

Ideal Feed Mills and

Horse Powers

National Manure Spreaders

Success Grain Drills

Jenkin's Sweep Rakes & Stackers

Success Harrow Carts,

Etc. Etc. Etc.

Take the Belt Line Car (going either way) on Main Street, and you will arrive at our Door.

CANADIAN MOLINE PLOW CO., Winnipeg, Man.

Brandon.

The Bank of Hochelaga has decided to open a branch at this point.

The Edrans-Brandon Pressed Brick Co. held its first annual meeting January 16th. The following board of directors was elected; W. H. Shillinglaw, R. S. Thompson, A. Sword, D. G. Blackwood, C. W. Hall, E. H. Jackson, and John Moffatt.

Mr. W. H. Whittaker, Manager of the Massey Harris Co., was in the city for a few days a short time ago. His company has secured a very valuable building site here, and have commenced the erection of a large warehouse 50 by 100 feet. Their location offers them excellent trackage facilities, and will place them in a much better position than ever to look after the greatly increasing business that is developing along the various branch lines radiating from the Wheat City.

Mr. D. McLeod, Manager of the Winnipeg Branch of the North West Thresher Co., was in the city recently settling up 1905 business with the local agent.

Mr. M. J. Best, of the Cockshutt Plow Co., has just returned from a Western trip in the interests of that firm.

Mr. Geo. H. Smith, of the firm of Smith & Inglis, was in Winnipeg for a few days during the past fortnight.

Mr. Roland Bell, book-keeper for the Sylvester Bros. Co., was taken to the hospital on the 16th inst. suffering from appendicitis.

Mr. A. J. McNeill, of the firm of McKellar and McNeill, is at present in the East, pushing the Graham adjustment for separators. This device is used on the axle of a separator to swing the machine into line.

The Brandon Machine Works Co. held their annual meeting on January 26th.

Mr. J. C. B. Inkster, the popular manager of the Frost & Wood Co.'s branch here, visited Winnipeg on business a short time ago.

Mr. W. J. Pabst, of the Bell Engine Co., was in the Wheat City for a few days a short time ago, on his way West and South.

Mr. A. B. McLeod, of the progressive firm of McLeod & Handley, was in the 'Peg January 9th and 10th.

A Commendable Innovation.

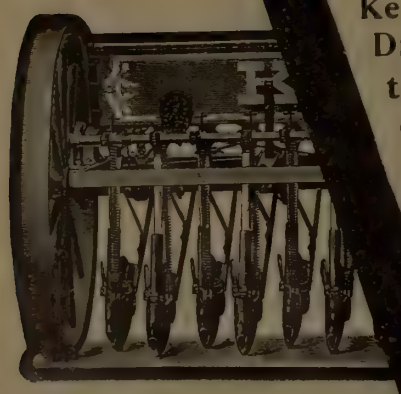
During the past month Western Canadians have witnessed the inauguration of a movement of vital importance to the grain growers of this country, and also of considerable interest to the implement trade. We refer to the "Seed Selection Special" now touring the West, spreading the gospel of good seed and clean farms. This is the first time in the history of Canada that a "special" has been run for the purpose of agricultural education, and the innovation is one deserving the support and commendation of every person who desires the greatest development of our land.

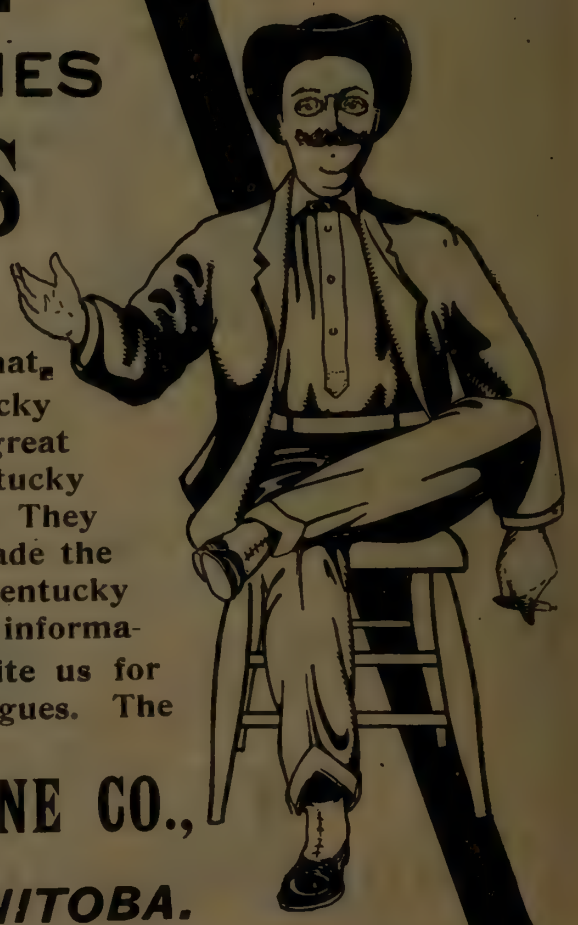
While it is difficult to estimate in actual cash just what benefit the trade will receive from this movement, it is an easy matter to point out the avenues through which that benefit may come. Where farmers are educated to use better methods in selecting and cleaning their seed, in the preparation of the soil, and in the eradication of weeds from their farms, they are naturally influenced to use improved machinery, and must do so in order to get the greatest measure of success. The lecturers in connection with the "Seed Special" will, therefore, undoubtedly impress farmers with the knowledge that to achieve the best results in cleaning and pickling their grain, and in exterminating foul weeds from their farms, they must use grain separators, grain picklers, weeders and other implements for cultivation purposes. This should mean a greatly increased demand for these lines over the entire country, and this being the case it is greatly to the advantage of the trade.

And then, there is another point. If the farmers profit by the information received, secure the necessary machinery and tools for the preparation of the seed and the soil, and follow the advice given as to the care of their growing crops, there is bound to be a great increase in the yield, and a better quality of grain is altogether likely to result. This means that more machinery will be needed in the handling of the crop—machinery of the latest, best and most efficient kind. In this country, with the productive area growing at such a rapid rate, and the labor supply not increasing in proportion, this great demand

"IT'S A CINCH—"
TO SELL GOOD MACHINES
KENTUCKY DRILLS
Are "Good as Wheat in the Mill."

They are GOOD, and they do the kind of work that makes good friends of particular farmers. Kentucky Drills are made especially for the farmers of the great North-West. Closed delivery, zig-zag Single Disc Kentucky Drills enable the farmer to get into his fields early. They have all the labor-saving devices that have made the Kentucky famous. We can't tell you all about Kentucky Drills in this space, but we can and will give you information that will prove profitable if you will write us for our special agency proposition and free catalogues. The time to act is NOW.





AMERICAN SEEDING-MACHINE CO.,
CANADIAN DIVISION,
WINNIPEG, MANITOBA.

for machinery will be increased from year to year. Consequently, if the farmers use the most adaptable and best methods the harvest will bring better returns, a larger percentage of the business will be transacted on a cash basis, and safer and surer credits will naturally result.

The old proverb, "Eternal vigilance is the price of safety", is one that all grain growers should bear in mind, and one that every dealer should impress upon his customers. In no illustration is its value more clearly demonstrated than in connection with the seed grain question. Let us look at the results of last season's crop for an example. Growing on land of acknowledged fertility, and under the most favorable weather conditions, it gave promise of wonderful results. But these results have not been attained, and competent authorities claim that there has been a loss of twenty million dollars from smut and weeds in the crop of 1905. Why? Simply for the reason that farmers have been careless in the cultivation of the soil, and have not paid enough attention to the selection and preparation of their grain for seeding purposes.

The special train, run in connection with instruction in matters agricultural, was started in the State of Iowa in 1898. At that time a corn special made a tour of that state disseminating information regarding improved methods in the selection and growing of corn. The example set by Iowa was quickly followed by other states, with the result that since that time wheat specials have been run in North and South Dakota, and in Minnesota; a dairy special in Iowa; alfalfa special in Kentucky; corn special in Illinois; another corn special in Iowa, and several mixed specials in other states. The last corn special run in Iowa, under the charge of Prof. Holden, of the State Agricultural College, is estimated, for it is impossible to figure actual results in a matter of this kind, to have saved the farmers of that state $3,000,000.

The Dominion Department of Agriculture, through its seed division, the Canadian Pacific Railway Co., and the Canadian Northern Railway Co., recognizing the necessity for action among the farmers of this country, with a view to preventing, as far as possible, a recurrence of the immense losses caused by the rejection of grain for smut and other evils in 1905, are jointly operating this "Seed Selection Special" throughout the West. Their united efforts have met with the hearty support and approval of the various bodies interested in the agricultural development of this country. The farmers, too, have shown a keen appreciation of this effort, as is evidenced by the excellent attendance at the different meetings, and we sincerely trust that the commendable object of those who have control of this movement, if not altogether, will be at least partially attained.

Had His Own Troubles.

A fond mother, in despair of breaking her little boy of swearing, at last threatened that the next time he used a bad word she would banish him from home. The next day he exploded a big, big D.

"I am very sorry, Willie," said his mother; "but I have never broken my word to you, so now you must leave home."

A little suit case was packed for the erring child, and he, without a whimper, but with round, wondering eyes and downcast mouth kissed his mamma and departed. Slowly he trudged down the street, but never once did he turn a faltering, backward glance towards his watching mother on the porch.

A long way off he set his burden on the ground, and perched himself slowly on the curb, chin in hand, in deep meditation. The spectacle was too much for the fond mother-heart. Very quietly she sped down the street and lightly tiptoed up behind Master William. As she was hovering on the point of surprising him with tearful kisses, a pompous old man appeared.

"Child," he said; "child, will you —hum—tell me where Mr. Milliken lives?"

Ah! Now mamma's little man would show his excellent breeding. Willie raised his solemn blue eyes, and regarded the pompous man coldly.

"You go to ——," he said calmly. "I have troubles enough of my own."

Headquarters for Saskatchewan.

The Fairchild Co., of this city, have just completed arrangements whereby they have secured permanent premises at Regina. The new warehouse, which they will occupy, is 48x100 feet, and consists of four storeys and basement. It is so located as to afford the company the very best possible transportation facilities. Mr. H. H. Kolman, who was formerly connected with the International Harvester Co. at that point, and Mr. Thos. Wilkinson, of the Cockshutt Plow Co., have been appointed to look after the interests of the Fairchild people in Saskatchewan. Both gentlemen are well and favorably known to the trade in that territory, and this fact, together with a staff of three competent salesmen at Calgary, their old "stand-bys" Messrs. Wayte and Cochrane on the road, and the acknowledged excellence of their various lines, we should be perfectly safe in predicting an increased trade for the Fairchild Co. during 1906.

A Record Performance.

A farmer in Manitoba, using a 40-h. p. cross-compound American-Abell engine, and 21 disc plows, in gangs of three plows each, the plows having 12 inch bottoms, recently succeeded in plowing sixty acres of stubble land in ten hours. To accomplish this mighty task only one ton of soft coal was consumed. This is undoubtedly a record performance as far as plowing in Western Canada is concerned, and we question very much whether it has ever been equalled in the United States.

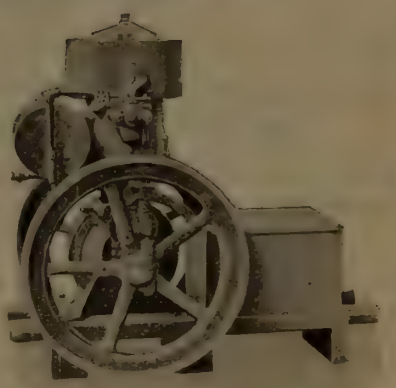
THE MANITOBA LINE

FOR

PROFIT
PROGRESS
PERFECTION

THE "MANITOBA"
is the most scientifically designed Mill the world has yet produced. Specially constructed to meet Western Requirements

It will pay you to get our Proposition before Contracting for 1906.



The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

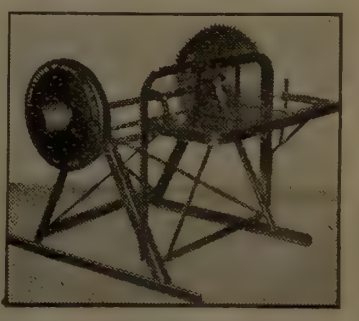
The Famous "MANITOBA" Pumps known and recognised throughout the West as the "Standard of Excellence."

WE PROTECT THE TRADE

We manufacture the Daisy Hayes double cylinder force pump in black and galvanized.

We are located in the West. Prompt Delivery. Cheap and Quick Repairs.

WRITE FOR CATALOGUES

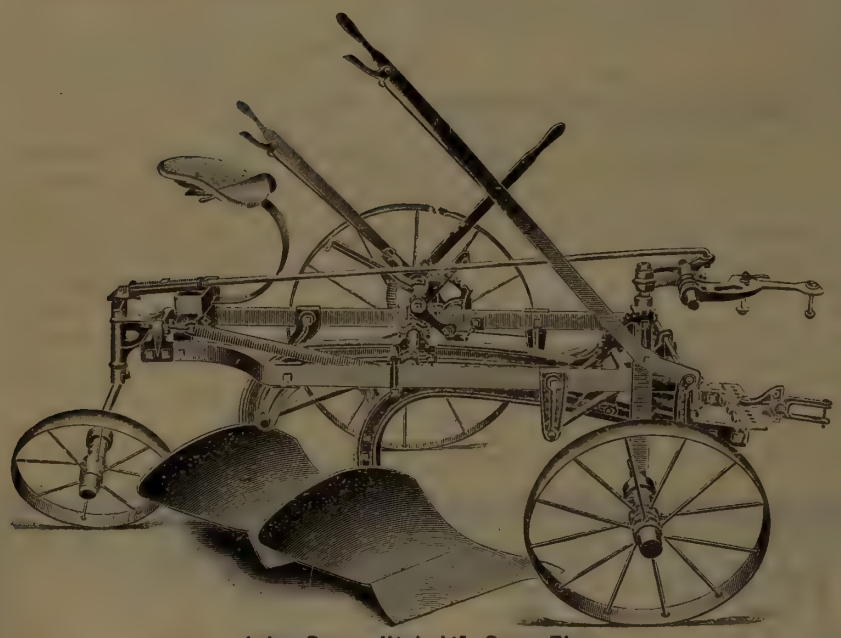


"MANITOBA"
Steel Frame Saw. Absolutely all Steel.

The Manitoba Windmill and Pump Co., Ltd.

Box 301. BRANDON, Man, Manufacturers.

SPECIAL DOUBLE HEADER TRAINLOAD of DEERE & CO.'S PLOWS consigne
Moline, December 15th, 1905. This was the largest single shipment of Plows ever sent int



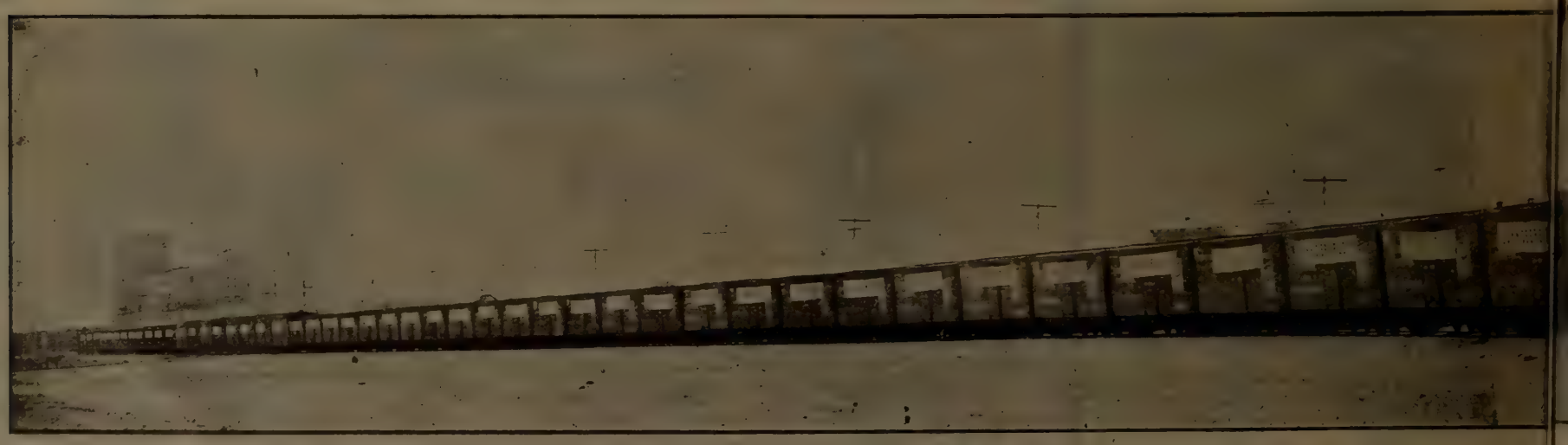
John Deere High-Lift Gang Plow.

Without interruption for 28 consecutive years the DEERE Plows have been sold to the Farmers of Western Canada.

No Plow has given such universal satisfaction as the "Deere." Competitors say theirs is as good as the "Deere," at once admitting its standard of perfection.

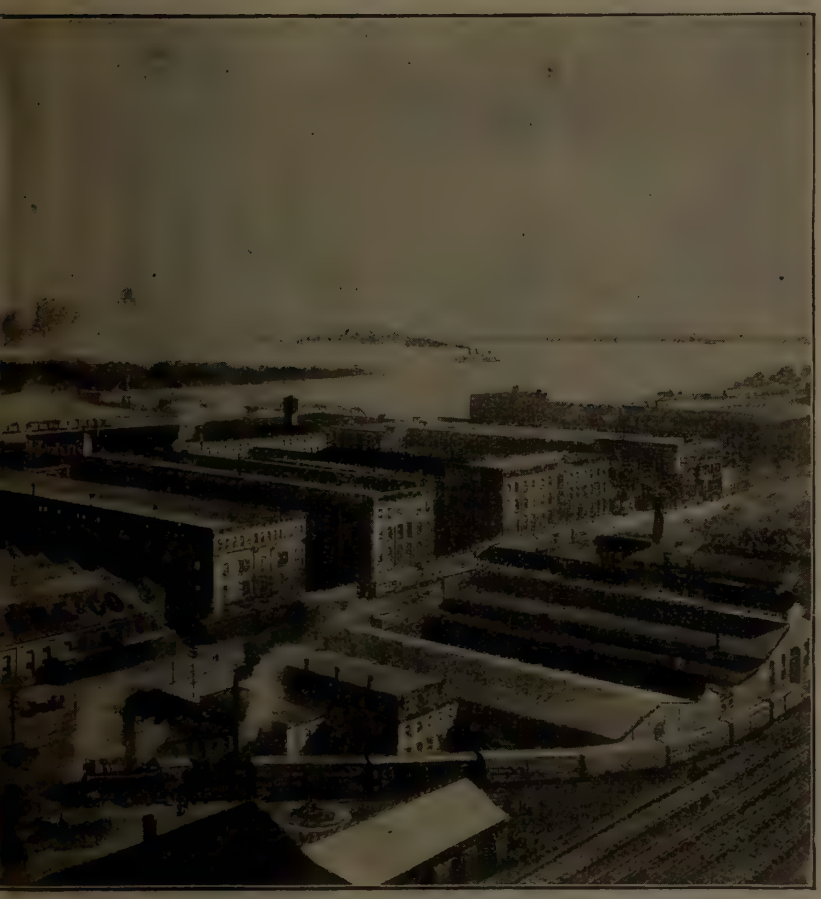
The Sale of Deere Plows in 1906 will exceed that of any other make.

Factory of Deere & Co., Moline, Ill.,
was



PHOTOGRAPH of the SPECIAL DOUBLE HEADER TRAINLOAD of DEER
in Winnipeg, December 19th, 1905. The largest single foreign shi

the FAIRCHILD CO., Limited, WINNIPEG, photographed as the train pulled out of Canada, if not the largest export shipment ever made by any American Plow Manufacturer.



rom which this trainload of goods hipped.

A Modern John Deere Engine Gang Plow

If you are not selling Deere Plows you had better write for Catalogue and Agency to

THE FAIRCHILD CO., LTD.,
WINNIPEG

PLOWS received by the FAIRCHILD CO., Limited, WINNIPEG, on its arrival nent of Plows ever received in Canada by any Canadian Jobber

Mr. A E. Mott, President.

Winnipeg Wholesale Implement and Carriage Association Hold their Sixth Annual Banquet.

"For lo! the board with cups and spoons is crowned,
The jokes do crackle and the bowl goes round."
—*Swazzie.*

The sixth annual banquet of the Winnipeg Wholesale Implement & Carriage Association, held at the Commercial Club, on the evening of January 25th, was a most successful and enjoyable affair. There were over forty present, and they did ample justice to the many good things provided. The speeches delivered sparkled with mirth and humor, and many practical suggestions of great interest to the trade were voiced. The Committee of Arrangements are to be congratulated for the excellent programme they provided.

Mr. Joseph Maw, president of the Association, occupied the head of the table. On his right were seated Mayor Sharpe, Mr. F. W. Peters, of the C.P. Ry., and Mr. J. E. Ruby, of Frost and Wood Co. Corresponding seats on the opposite side were occupied by Hon. J. H. Agnew, Provincial Treasurer; Mr. Archie G. Watson, of John Watson Mfg. Co., Secretary of the Association, and Mr. C. N. Bell, Secretary of the Winnipeg Board of Trade. The others present were:- Messrs. A. E. Mott, Cockshutt Plow Co.; C. H. Wittaker, Massey Harris Co.; Thos. P. Bell, Bell Engine & Theresher Co.; A L. Preston, Soo Line,; J. M. Docker, Gaar-Scott Co.; J. D. Balfour, Balfour Implement Co.; Geo. H. Shaw, C.N.Ry.; W. F. Ireland, Sawyer Massey Co.; Geo. W. Erb, Waterous Engine Works Co.; W. Scarlett, Wortman & Ward Co.; London, Ont.; A. C. McRae; C. L. McLaughlin, Norris Implement Co.; apel Tilt, President of the Grain Exchange; H. W. Huthchison, Fairchild Co.; J. M. Reid, Ontario Wind & Pump Co.; E. L. Tecktonious, Nichols & Shepard Co.; R. H. Potter, International Harvester Co.; Wm. Sharman Nor'-West Farmer; F. Thompson, Farmer's Advocate; E. H. Heath, Canadian Thresherman & Farmer; W. R. McGill, Tribune; and F. D. Blakely Canadian Farm Implements.

The toast to the King was ably responded to by Hon. Mr. Agnew. Only a few years ago Western Canada was practically unknown to the world, but to-day the names of Winnipeg, Manitoba, and the West, are household words. Canadians are proud to own allegiance to the King and the British Empire, but they are infinitely more proud that they are Canadians, and that Canada has risen to the status of a nation in the ranks of the imperial family.

"Commercial Relations," was ably looked after by Mr. Capel Tilt and Mr. C. N. Bell. The former in the course of his remarks showed how mutually dependent the grain and implement businesses were one on the other. If the farmer did not use improved implements he could not raise much grain, and if the grain commission men did not purchase the farmer's product there would be no money to purchase implements. He dealt with the great loss caused by smut, and pointed out that 40 per cent of recent shipments was affected by smut. It is almost impossible to rid cars of this evil, but if farmers take proper precautions in the preparition of their seed it is easily controlled. Mr. Bell followed, and in a breezy, forceful talk argued that a publicity

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Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the old Wooden Bridge is to the modern Steel Bridge.

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The Jackson Patent Truss
Sand Proof Arm
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The Riveted Wheel
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Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

Watson's Pulverizer

Encourage your Customer to use this Implement. It will increase his yield and keep his soil in good shape.

Heaviest, Strongest and Best Built.

Get our Wholesale Prices on

STEEL and BOSS WOOD HARROWS,

HORSE POWERS, WOOD and POLE SAWS, WHEELBARROWS, Etc.

THEY WILL INTEREST YOU

John Watson Mfg. Co. LIMITED

WINNIPEG - - MAN.

department should be appointed for Winnipeg and the West. Outsiders desirous of obtaining information have the greatest difficulty in securing it. A publicity bureau would overcome this, with the result that the West would become better known and and more appreciated. This suggestion was greeted with applause by the assembly.

Mr. H. W. Hutchison and Mr. A. E. Mott spoke briefly but eloquently to "Our Association." Mr. Hutchison was first, and "He's a Daisy" by those gathered around the board failed to disconcert him the slightest. Even when "See Him Smiling" was rolled out on the smoke-laden atmosphere he kept his equilbrium, and was "cool as a cucumber" at the end of the chorus. The Association was formed for the benefit of the trade and not for the purpose of raising or controlling prices as some imagine. A certain prominent gentleman had characterized implement men, jobbers and dealers, as land pirates. This was anything but the case. No class of men had done more towards the development and promotion of the West. They had supplied the pioneers with implements, and had been forced to carry their paper through all the trying times of the country's progress. There was little reason to complain against the railways, as rates were, as a rule, fairly saisfactory. American competition for the Western trade was a prominent factor in implement circles. It was cordially welcomed by the speaker, who argued that it caused Canadian manufacturers to produce an article of the highest grade if they would continue to hold their share of the business. Mr. Mott in following agreed with all that the previous gentleman had said. The implement business was undoubtedly the greatest industry in the West, with the exception of the grain trade. The Association's aim to promote and extend ideas, and to develope and strengthen good feeling among its members, was worthy of the attention of all wholesale jobbers. He closed with a strong plea that all members should take the utmost interest in the Association and its doings.

"Eastern Industries," was in charge of Mr. W. Scarlett, of London, Ont., the only out of town implement manufacturer present. He stood strongly for "Made in Canada" goods, and considered them in every way equal, and in some respects superior to goods made across the line, but was very pleased to note the gradual influx of American manufacturers into this country and their establishment of branch factories. It is essential that Eastern manufacturers visit the West if they would make articles of the greatest value to their trade. The Americans were deserving of a full measure of credit for their enterprise in this connecton.

Mayor Sharpe was in good form and replied to "The City of Winnipeg" in his usual characteristic style. He was always pleased to see goods adorned with the well-known slogan "Made in Canada," but his ambition was to see goods marked "Made in Winnipeg." He was in favor of doing everything to encourage manufacturers to locate in this city, and contended that a fixed rate of assessment should be given for a period of years as an inducement for them to come here. It was a complete fallacy that Winnipeg was without power. A recent expert had made an investigation within sixty miles of the city, and had unequivocally stated that there was 75,000 h. p. going to waste. It was his intention to bring the matter of a publicity bureau before the council at an early date, and see what could be done. He sounded a word of warning to Eastern manufacturers of farm implements and machinery, by stating that if they did not look well to the markets of the West, this trade would be captured by the Americans.

The time-honored toast "Railway Interests" was ably dealt with by Mr. F. W. Peters and Mr. Geo. H. Shaw. Mr. Peters showed how closely railway and implement interests were allied. The railways had made mistakes, and had profited by them. They had no reason to feel ashamed of the railway development of this country. The governments were to be commended for the encouragement they had given to the construction of branch and trans-continental lines. He was exceptionally proud of the C. P. R. and its progress. So was every Canadian. He spoke strongly in favor of the effort being made by the "Seed Selection Special" to spread the gospel of good seed. Closing he remarked that the Czar of Russia's trials were not a circumstance to those of a freight official in connection with a large railroad. Mr. Shaw also devoted a short time to a discussion of the rust and smut problem. He was pleased that the efforts of the "Seed Special" were so highly appreciated, and stated that the road he represented would be glad to assist in the running of an "Animal Husbandry Special" through the West in 1907, if the Dominion Government considered such a movement advisable. His road was also anxious to see Winnipeg develope industrially and would be glad to establish rates on raw material that would induce manufacturers to locate here. He considered the implement business a plain index to the prosperity of a country, and as a tremendous volume of business was done last year, it is a sufficient indication that the country is enjoying a full measure of prosperity.

The toast to "The Press" was very appropriately replied to by Mr. W. R. K. Magill, and was duly honored amidst applause.

The oration of the evening was that of Mr. J. E. Ruby, who responded to "The Ladies". He paid a glowing tribute to the wives of the pioneers of the West, and to Canadian womanhood, and closed by stating that no matter what men might accomplish in life nothing would give greater real joy, or be remembered with greater satisfaction, than the acts which brought smiles to the faces and satisfaction to the hearts of their wives, mothers, and daughters. Mr. Balfour, who also spoke a few words to this toast, did so in his usual style.

During the evening the Barrowclough orchestra and Winnipeg Male Quartette rendered many choice selections.

NEW OFFICERS ELECTED.

At the annual meeting of the Association held the following day, there was a large attendance of members. Retiring President Joseph Maw, was in the chair, closing his term of office with an able review of the Association's work during 1905. The financial statement and the secretary's report were both adopted, and the following officials elected for the ensuing ear:

President, A. E. Mott.
First Vice-Pres. C. H. Whittaker.
Second Vice-Pres., O. P. Robb.
Secretary-Treasurer, A. G. Watson re-elected.

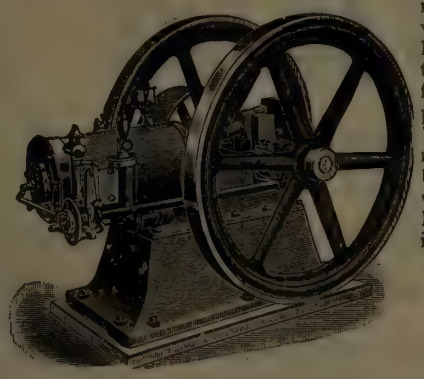
Executive Committee:- H. W. Hutchison, J. J. Bryan, J. E. Ruby, William Johnston, W. F. Ireland and Geo. W. Erb.

Winnipeg's Population, 119,837.

Henderson's Directory which has just been issued estimates the population of the city of Winnipeg, within the municipal limits, to be 109,196 and that of the suburbs 10,641, making a total estimated population, on the basis of the census taken last June, 119,837. The directory is a very much superior volume to any heretofore gotten out by the company, and they are deserving of the highest praise.

The 'OHIO' LEADS 'EM ALL

THE OHIO GASOLINE ENGINE is comparatively new, having been plaaed on the market within the past ten years, but in that time has outstripped all competitors iu public favor. Its greatest public triumph culminated at the St. Louis Exposition, when in competition with other leading Gasoline Engines it won the highest award—Gold Medal—for Efficiency, Durability and Simplicity. The Jury of Awards at the World's Fair comprised the foremost mechanical engineers of the United States and Europe. Their verdict was unanimously—OHIO. Hundreds iu use in Manitoba, giving the best of satisfaction.



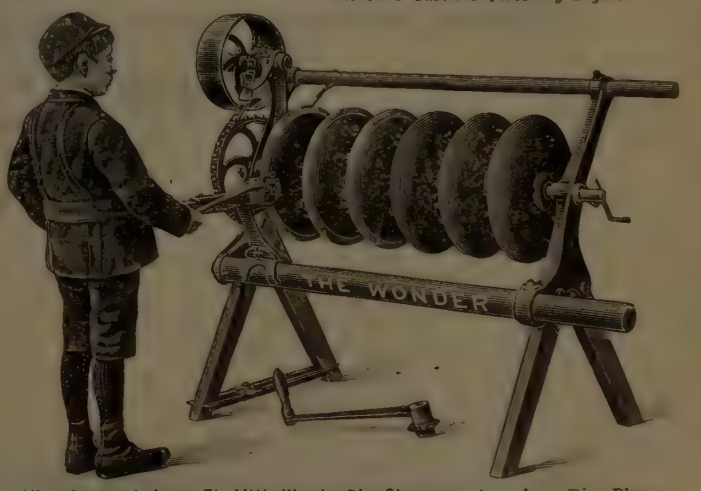
The OHIO Stationary Gasoline Engine

The OHIO Gasoline Threshing Engine

The Auto Sparker

The only Gasoline Engine Igniting Dynamo that successfully dispenses with all batteries. If you operate a Gasoline Engine you know what battery troubles are.

If in Winnipeg call on us; if not, write for Catalogues and full particulars.



The above cut shows *The Little Wonder Disc Sharpener* at work on Disc Plows. Will sharpen any size from 12 to 32 inches in diameter.

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GIGANTIC WEST

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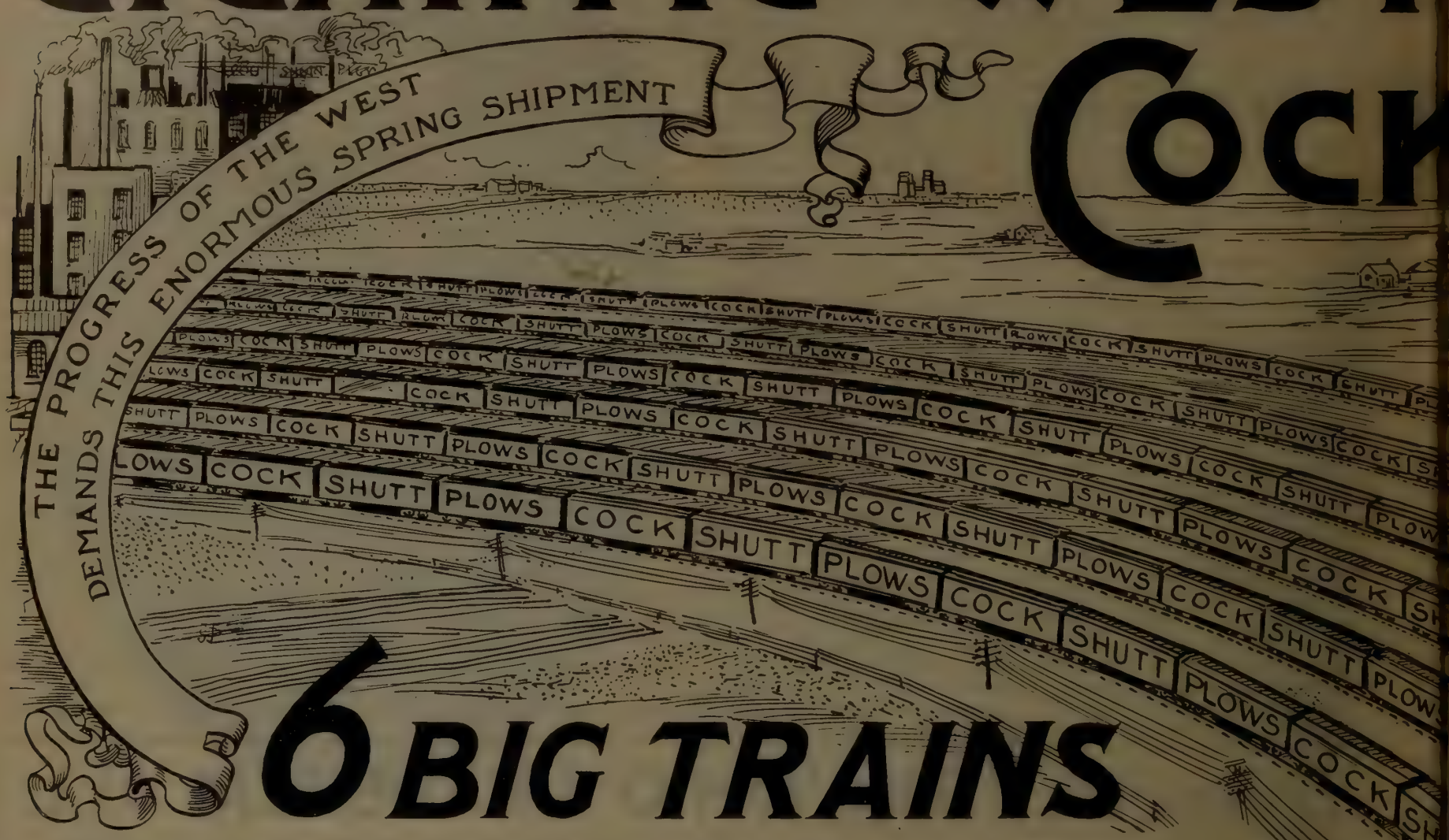

6 BIG TRAINS

A Train Load of from 30 to 40 Cars

Every Week for the Next Six Weeks

Will leave the Cockshutt Plow Co.'s Factory, Brantford, Loaded with Cockshutt Plows and Seeding Machines to supply the large and constantly increasing demand.

A DEALER'S OPINION.

Weyburn, Sask, Jan. 8th, 1906
Cockshutt Plow Co., Ltd.,
Winnipeg. Man.

Dear Sirs,—

It gives me pleasure to state that I handled almost three cars of your Plows last season, and I will say that in every instance I had entire satisfaction. As to meeting competition I almost put the other fellows out of the ring and in no cases did I have a Plow which did not give the purchaser entire satisfaction. This year I expect to handle four cars and it is not me who is doing the talking, it is the farmers in the districts in which the Plows have been sold. There are four or five different American Plows handled in the town. I have no trouble whatever in getting my share of the trade thanks to the quality of your goods and your strict attention to the repair system.

Yours very truly
(Signed) W, J. HUNTER.

WHY Is it that the Cockshutt Plows are sold by the Leading Dealers?

WHY Is it that more Cockshutt Plows were sold in Western Canada last season than any other two makes combined?

WHY Is it that the progressive Farmers prefer a C shutt Plow to any other?

WHY Is it that the American settler buys a Plow in preference to any other make

QUALITY TELLS WITH THE INTELLIGENT FARM

COCKSHUTT PLOW

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SHUTT PLOWS.

Quality Tells with the Shrewd Dealer

CO., LTD., WINNIPEG

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

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(Postage Paid Anywhere.)

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This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President.

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4601 Champlain Avenue.
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Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, MAN., JANUARY, 1906

To the Curler.

"Then drain deep the cog, till the brain is a-whirling,
And pledge me, ye lovers o' Scotia's ane game,
To the memory o' him, the inventor o' curling
Though the mists of oblivion envelope his name."

Look us Up.

Don't overlook the fact that we are desirous of having you pay us a visit when you are in the city attending the Bonspiel, which will be held this year from the 6th to the 16th of February. Come up and smoke a cigar with us, and make our office your headquarters. We will be glad to have your friends write you in our care, and we will be pleased to have you answer them from here. Our door is always open, and there is ever a vacant chair, so that you can rest assured you will be cordially welcomed. We are located on the 9th floor of the Union Bank Building, and an excellent view of the city and surrounding country may be had from our window. Our office number is 901, and any elevator takes you to it. Don't forget it. Look us up.

Another New One.

"The Canadian Motor" is the title of a new publication, the initial number of which recently reached our sanctum. It is published in Toronto by the Vehicle Publishers, Ltd., of which Mr. P. G. Van Vleet, the well-known manager of our sister paper, Canadian Implement and Vehicle Trade, is the moving spirit. The new venture is got out in the interests of motoring in the Dominion, and presents a bright, attractive appearance that augurs well for its future success. It contains many readable articles of interest to motorists, and these will undoubtedly be improved upon as it grows older. We have much pleasure in wishing those who are responsible for it all prosperity.

Changes in Freight Rates and Classifications.

As a result of representations recently made to the Board of Railway Commissioners, the railway companies have been authorized to make some changes in their classifications and rates, and accordingly have issued Supplement No. 5 to Classification No. 12, whereby :

Plowing engines shipped in parts take second class.

Buggies, which previously took double first class, are reduced to first and one-half, providing the crate does not exceed 30 inches in height and 94 inches in length, billing actual weight.

Democrat wagons, formerly carrying billing charge of 1500 minimum double first class, are reduced to first and a half, actual weight, where the crate does not exceed 30 inches in height and 96 inches in length ; but where the dimensions of said democrat wagons exceed those above specified they take double first class, actual weight.

Cutters, which heretofore were three times first class, are reduced to double first class on condition that the crate does not exceed 34 inches in height and 72 inches in length, and where the crate exceeds the above dimensions they take two and a half times first class, actual weight.

Because of these changes the freight on local shipments from Winnipeg jobbing houses to dealers will be considerably reduced, effecting a substantial saving to the dealer. It will therefore be well for all dealers to ascertain if their expense bills for freight on cutters and buggies conform with the regulations above cited.

Personals.

The implement firm of Mooney & Rawson, of Cartwright, Man., has dissolved partnership. J. Mooney continues.

Mr. Joseph Sparling, implement dealer at Roland, Man., has sold out to a new firm known as Fitzpatrick & Reid. We wish them every success.

The firm of Coulson & Crawford, who recently commenced in the implement business at Strathcona, Alta., has undergone a change. Mr. Coulson has retired, the vacancy being filled by Mr. J. Fawcett. The concern is now known as Crawford & Fawcett.

Rumor has it that Mr. P. E. Metheral, the well-known implement dealer of Weyburn, Sask., has sold out his business. So far we have been unable to confirm this report.

Mr. J. J. Moore, implement dealer at Rapid City, Man., has sold out his business to a Mr. Peter R. Greig.

Lee & Chanter is the name of a new concern that recently commenced in the implement business at Canora, Sask.

The firm of Argue & Cooper, Swift Current, Sask., have transferred their agency of Massey Harris Co.'s machinery to Mr. Jas. A. Sykes.

It is reported that Mr. A. Fountain. implement dealer at Douglas, Man., has sold out to Mr. D. Caradice.

Mr. H. Tingle is the name of a new implement man at Reston, Man.

Mr. W. H. Dandy, the well-known implement dealer of Medora, Man., has sold out to Mr. E. A. Pearen. We wish the purchaser every success. What Mr. Dandy's intentions for the future are have not yet been announced.

Mr. L. LaChappelle has been succeeded in the implement business at McTaggart, Sask., by Mr. M. W. McKague.

The implement firm ot McGillivray & Kinnon, at Pense, Sask., has been dissolved. The business will in future be carried on by Mr. Hugh McGillivray.

The firm of W. G. Sankey & Co., implement dealers at Waskada, Man., has undergone a dissolution of partnership. The business will be carried on in future by Mr. Wm. M. Ryan, whom we wish every success.

Mr. W. A. McGreevy, who has been engaged in the implement and livery business at Gainsboro, Sask., has sold out his livery interests and will now devote his entire time to farm implements and machinery.

Mr. W. J. Leonard is commencing in the harness business at Langham, Sask.

The well-known firm of Baker & Skelding, implement dealers at MacLeod, Alta., have changed the name of their firm to the MacLeod Supply Co.

The Pioneer Lumber & Implement Co., Ltd., of Moose Jaw, Sask., has bought out the implement business of Mr. W. J. Grobb, of that place, as well as the lumber business of Woodley & Sharp.

Hill & Forrest, implement dealers at Manitou, Man., have sold out their business to Mr. M. E. Crane. We wish Mr. Crane a prosperous trade.

Mr. K. Andrew, wagon maker has commenced in business at High River, Alta.

Mr. Jas. W. Bell, until recently with the firm of B. Bell & Sons, of St. George, Ont., will join the Western travelling staff of the Ontario Wind Engine & Pump Co., of this city, about February 1st. Mr. Bell will undoubtedly be a valuable addition to this company's already efficient corps of salesmen.

The Ontario Wind Engine & Pump Co., of this city, have just completed the erection of a handsome and substantial elevated steel tank of 120,000 gallons capacity for the town of Strathcona, Alta. This will be used in connection with the town water supply and for fire protection purposes. The total height of tower and tank is 125 feet, the former being 80 feet. There is a growing demand for this class of structure throughout the West, and those that have been erected are giving the best of satisfaction. This company are now installing an electrical pump for the town of St. Boniface, Man., at a cost of about $1500.

Messrs. J. P. Murphy and R. G. McKay, well-known members of the road staff of the Ontario Wind Engine & Pump Co., of this city, have just returned from visiting their old homes in Ontario.

Mr. A. L. Felt, of the collections department of the Parlin & Orendorff Co., of Canton, Ill., was in the city for a short time during the past month visiting the William Johnston Co., representative of the P. & O. Co. in this territory. Speaking of Winnipeg, Mr. Felt expressed himrelf as greatly surprised at the size of the city. Its

fine warehouses were a revelation to him, and he was fully confident that there was a great future for the 'Peg.

Mr. D. W. Reid, of Elgin, Ill., has joined the road staff of the Ontario Wind Engine & Pump Co., of this city. We wish him all success.

Mr. David Shirriff, agent for the Cockshutt Plow Co., at Brandon Man., was in the city during the past month and gave us a call. He was here seeing his wife and daughter off on a visit to friends in the East.

Mr. Q. S. Chapin, general traveller for the International Harvester Co., with headquarters at Calgary, was in the city for a few days during January, visiting the local headquarters of the company.

The Wm. Johnston Co., of this city, have considerably increased their road staff by the addition of the four following gentlemen: Mr. Wm. Riesberry, Mr. Wm. Burke, Mr. Jas. McEwan and Mr. J. S. Hewson. This undoubtedly means much to the Johnston people, as all four are well-known business getters.

Mr. Charles Artice, implement dealer at Craik, Sask., was in Winnipeg for a few days early in January on his return from spending the holiday season at his old home in Wisconsin.

Mr. Thos. Wilkinson, the popular traveller of the Cockshutt Plow Co., with headquarters in Regina, was in Winnipeg for a short time during the beginning of the month. He left for a visit to the Coast about January 20th.

Mr: Chris. Pieper, implement dealer at Gretna, Man., was in the city for a few days about the beginning of the New Year.

Mr. D. A. McDonald, dealer at Regina, was in Winnipeg recently on his way East to visit his old home at Cornwall, Ont. He will also visit several of the manufacturing centres during his absence.

The Cockshutt Plow Co., of this city, are sending out to all their agents in Western Canada a handsome cotton poster, 18 in. x 48 in., advertising their celebrated drills

Mr. Corriveau, of the new firm of Corriveau & Manuel, implement dealers at Edmonton, was in the city about the beginning of the year looking after the interests of his firm. Previous to forming a partnership with Mr. Manuel, formerly manager of the Great West Implement Co., of Edmonton, Mr. Corriveau was a part owner and manager of the Windsor hotel of that city, which was recently sold.

Mr. H. H. Kolman, who was recently appointed to look after the iuterests of the Fairchild Co., in the Province of Saskatchewan, with head offices at Regina, was in the city for a couple of days during the first week of the new year. He was just returning West after having spent the Christmas season at his home in Quincy, Ill.

Mr. W. Mawhinney, the well-known implement and machinery dealer at Portage la Prairie, who was so severely injured in the recent train wreck at Rapid City, Man., and who was confined to the Brandon hospital for almost a month, is once more able to be out and at work again.

Mr. A. A. Ross, traveller for the Paris Plow Co., has just returned to the city from his initial Western trip in the interests of this firm. Previous to joining the staff of the Paris Plow Co. Mr. Ross was connected with the collection division of the local branch of the International Harvester Co. He is well known to many members of the trade and will undoubtedly give a good account of himself in his new line. We wish him success.

The Norris Implement Co., of this city, have moved into more commodious offices than they have been heretofore occupying. These are located at the corner of Brown street and Dufferin avenue, a few doors north of their old place, and directly opposite the premises of the Gaar Scott Co. They are now in a much better position than formerly to look after the interests of their many customers.

Mr. R. H. Felker, manager of the Paris Plow Co., of this city, has just returned from the East where he spent the Christmas holidays. He brought back his wife and family with him, and they will take up their residence in the city.

Mr. A. McDonagh, of Russell, Man., having purchased back his old implement business, was in the city a short time ago making purchases for spring delivery.

Mr. John Naismith, traveller for the Cockshutt Plow Co., with headquarters at Brandon, Man., has just returned from a visit to the company's factory at Brantford. He reports the business of that concern in excellent shape, the plant running to full capacity all the time.

Mr. W. H. Steele, manager of the Mount Forest Carriage Co., of Mount Forest, Ont., arrived in the city a few days ago on a visit to his Western representative, Mr. A. C. McRae.

Mr. George Erb, manager of the Waterous Engine Works, of this city, has just returned from a visit to the factory of the company at Brantford, Ont. Mr. Erb was in the East placing his estimates for 1906 business and attending to other matters in connection with the firm's immense trade in this territory.

The Ontario Wind Engine & Pump Co. has just completed the installation of a suburban waterworks system for the Starkey House, Carman, Man. This outfit pumps water from the River Boyne to a tank situated 200 feet distant, on an 18 foot lift, the water being used throughout the hotel for lavatory and bath-room purposes. The entire system was put in at a cost of about $2,000, and consists of a 12 ft. galvanized airmotor, 60 ft. steel tower, syphon pump, and a steel tank with a capacity of 7,000 gallons.

At Bedeque, P.E.I., on Jan. 9th, Mr. John P. Minhinnick, the popular and well-known manager of the Frost & Wood Co., at Calgary, Alta., was united in marriage to Miss Margaret McMurdo, of that place. We feel confident that the trade join with us in wishing Mr. and Mrs. Minhinnick a long, prosperous and happy life.

Messrs. D. Ackland & Son, Winnipeg, Man, have been incorporated with a capital of $100,000, to manufactnre carriages, wagons, sleighs, etc. The incorporators include Dudley Ackland, J. W. Ackland and R. D. Ackland, Winnipeg.

The warehouse of the Massey Harris Co., at Whitewood, Sask., was totally destroyed by fire during the night of December 28th. With the exception of a few repairs Mr. C. E. Baldwin, agent of the company at that point, was successful in saving the entire stock, books, and even the safe. The building was fully covered by insurance.

Mr. J. Currie, of the collections division of the International Harvester Co., at Regina, has resigned. He has joined the road staff of the Frost & Wood Co., of that place.

Mr. L. P. Winslow, for a number of years sales manager for the U. S. Wind Engine & Pump Co., of Batavia, Ill., recently resigned to become sales manager for the Ontario Wind Engine & Pump Co., with headquarters in Toronto.

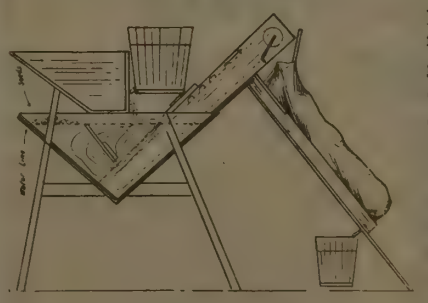
The Brandon Harness Co., Brandon, Man., have been incorporated with a capital of $20,000, to manufacture saddlery, harness, travelling trunks and bags, etc. The incorporators include F. W. Adams, Winnipeg, Man., J. H. Mathews and D. F. Creighton, Brandon, Man.

Mr. W. A. Coffman, manager of the Threshers' Supply Co., has just returned from an extended Southern trip. During his absence he visited Chicago, Peoria, Ill., Springfield, O., Milwaukee, Wis., Indianapolis, Ind., and Minneapolis. While away he arranged for the handling of several new lines, and these, in addition to the company's already well-known goods, will insure his company a fair share of the Western trade in thresher-men's supplies.

Mr. E. A. Mott, manager of the Cockshutt Plow Co., of this city, has just returned from a visit to the headquarters and factory of the company at Brantford, Ont. While away Mr. Mott placed his estimates for 1906 business, making generous allowances over 1905 estimates for the increasing popularity and demand for Cockshutt goods.

The New Seed Grain Cleaner

THE IMMERSION PICKLER AND FLOATER



pickles the grain by immersion and floats out all light and defective grain, smut balls, wild oats and other noxious weed seeds. Both operations in one and continuous. Takes the place of the Pickler and Fanning Mill and Bagger, and at about half the cost of the latter two. **A Money Maker for the Dealer. Agents Wanted, Liberal Terms.** See it at Bonspiel time. Apply:

J. A. COWAN

789 MAIN STREET, WINNIPEG

Have Reorganized.

The Colfax Mfg. Co., of South Bend, Ind , manufacturers of runabouts, light Surreys, buckboards, delivery wagons and pony specialties, inclusive of harness, saddles, bridles, and everything for use in connection with pony, cob and hackney outfits, has undergone complete reorganization, the control of the company passing into the hands of the younger members of the Studebaker Mfg. Co., of the same place. Improved facilities for manufacturing have already been secured, and by February 1st the company, operating under the old firm name, will enter upon an aggressive business campaign.

Sales Department, International Harvester Co., Winnipeg.

Sample Room of the International Harvester Co., Winnipeg.

A Magnificent Structure.

In our July issue we reproduced an excellent half-tone showing an exterior view of the large new warehouse and office building of the International Harvester Company, and in this number will be found a few illustrations of the interior. This magnificent structure, which is one of the finest of of its kind on the continent, is located on the corner of Main street and Sutherland avenue, just about half a block north of the C. P. R. viaduct.

A short time ago, bent on securing some information for our readers concerning this building, we called on the genial local manager, Mr. L. C. Hazlett, who received us most kindly and courteously, and conducted us over the establishment. The structure consists of four storeys and basement, and occupies a piece of ground 66x200 feet. It is built entirely of white brick, with the exception of the front and a few feet down Sutherland avenue, these parts being finished in pressed red brick. All windows on the south and west sides, adjoining trackage, are fitted with metal sashes and wire glass as a protection against fire, and it is steam heated, electrically lighted, well ventilated, and thoroughly modern and up-to-date in every respect.

The basement is commodious and spacious, and is utilized for the storage of the heavier classes of machines manufactured by the company. Two elevators, located at the south side of the building at opposite ends, run to all floors. Each is 9x16 feet and has a tested lifting capacity of 5,000 pounds. On the north side, midway between the elevators, a staircase is placed running from the concrete floor to the roof. This is encased in a brick well, and all doors leading from it to the several floors are covered with metal sheeting.

The first floor is almost entirely given over to shipping purposes. Every convenience for the easy handling of goods has been installed. Three large openings on the south side give the firm every facility for the loading of three cars of goods at once. These openings, and also all openings from the elevators on the different floors throughout the establishment, are fitted with steel shutter doors—the latest thing for this purpose. This door operates on practically the same principle as the roller window shade, sliding up and down easily and rapidly. Each is provided with a fusible link, so that should the door be left open and a fire commence, the link would burn out causing a spring to be released

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS
"JUMBO" GRAIN CLEANERS ! ! !

THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.
The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

A VICTOR FEED MILL and a SWEEP HORSE-POWER COMBINED in the one machine.

Victor Feed Mills grind all kinds of grain perfectly. They are of large capacity.

The Horse-Power is a model of strength and high speed. They are made in several styles for two or four horses, and are the best sellers on the market.

Manufactured by the Victor Feed Mill Co., Springfield, O.

Wm. Johnston and Co., Ltd.,
CANADIAN AGENTS,
776 Main Street, -- -- Winnipeg, Man.

allowing the door to drop shut.

The office headquarters and sample room are situated on the second storey. These are reached by a fine oak staircase from the main entrance. There is a private office for each of the officials in connection with the management, and the collections and sales departments occupy large, roomy quarters, each separate from the other. All these offices, together with the lavatories, cloak-rooms, office supply storage room and sample room, are handsomely furnished in quarter oak, the walls being most attractively tinted in two colors, while the floor is finished in hardwood.

The third flat is devoted to the storage of repairs and parts, and everything is laid out so that it can be readily and easily got at when required. Shelving racks run down the south side fitted with different compartments for the various sizes of elevator canvasses. At the north end is located a series of racks for wooden parts, such as rollers, etc., as well as frames for holding knives. The main portion of the floor, however, is taken up with pyramidical sections for the storage of the smaller cast repair parts. Each division of the company occupies a separate space, and there is no jumbling up and mixing of these important pieces. Every section is lighted from a different switch, so that a considerable saving is thus effected in electric light accounts. The fourth and upper storey is used altogether as a storage room for the different lines of lighter construction made by this company.

The management will be very pleased to have visiting dealers to the Bonspiel visit them while in the city.

Collections Department, International Harvester Co., Winnipeg.

The Added Draft of Harrow Carts

The harrow cart has solved another problem for the farmer. It has shown him how the important part of farm work involving the use of a tooth harrow can be accomplished with ease and comfort. It has robbed the labor of its disagreeable features. Where the harrow cart is used harrowing the soil is no longer harrowing to the farmer. He rides in comfort where once he trudged wearily across the fields, a task that has seemed the more irksome since inventive genius and manufacturing progress gave him the sulky plow, the riding cultivator and other implements that have lightened labor.

The advantages of the harrow cart are so obvious that all acknowledge them. Only one objection has been raised. Occasionally the dealers, in soliciting orders for harrow carts, encounter farmers who believe that the added draft is a serious matter. Doubtless this objection is raised by men in whose minds the draft of the harrow itself is magnified. The tooth harrow does not pull as heavily as one is likely to imagine.

During the past year dynamometer tests were made with various implements at the Iowa state college, under the direction of Prof. C. J. Zintheo, who is now in charge of the implement investigations of the department of agriculture. These tests included harrows with and without riding attachment. Prof. Zintheo found that the average draft of all tests made on harrows was a 430-pound pull without the cart and a 475-pound pull with it, indicating an average increase of only 45 pounds, due to the harrow cart.

The tests disclosed an average of 700 pounds for gang plows, 425 pounds for grain drills, 470 pounds for six-foot grain binders, 500 pounds for corn binders, 210 pounds for corn planters, 412 pounds for wagons with one-ton load, and 490 pounds for manure spreaders. Thus it will be seen that the harrow with cart pulled no heavier than a grain binder, lighter than a manure spreader and not a great deal heavier than a wagon carrying one ton, or a grain drill. By presenting these facts to the farmer we think the dealer can overcome all objections on the score of increased draft.—"Farm Implement News."

Got it in the Neck.

The scribes of the daily press cannot, of course, be expected to be familiar with ophthalmology, and newspaper accounts of eye operations, etc., are frequently amusing as a consequence. The following from the Chandlerville (Ill.) Times is an instance in point

F. W. H—— had been troubled with a cataract on his left eye * * * When the doctor seen that there were no hope of recovering the use of this eye * * * Dr. ——— performed one of the most skilful operations known to science, that of uniting the optic nerve of the left eye to the nerve of the right eye. The operation was performed in the back of the neck."—Exchange.

Canadian Monarch Feeders

AND

Norris-Fosston Wind Stackers

Swept the grain fields of Western Canada this fall.

THERE IS MONEY IN HANDLING OUR GOODS.

Agents get busy and get **Our Contract for 1906** before your territory is taken.

NORRIS IMPLEMENT Co., Ltd.

774 DUFFERIN AVENUE, WINNIPEG, MAN.

The "Seed Selection Special" just before leaving Brandon, Man.

Itinerary of "Seed Selection Special."

Westward bound the "Seed Selection Special" left Brandon, Man., on January 8th. There was a large attendance of farmers from the vicinity of the Wheat City at the opening meeting, and the different lecturers during the afternoon were followed with close interest.

The "Special" was composed of an engine and tender, baggage coach, two cars fitted for lecturing purposes, a combination sleeper and buffet car for the speakers. and a private car for the use of several railway officials making the tour. The lecture cars were neatly decorated with samples ot grains and grasses from the experimental farms at Indian Head and Brandon, each being plainly labelled with the name of the variety and place of growth. White cards bearing pressed samples of all the noxious weeds prevalent in this country were fastened between every other window, the other space being occupied by glass tubes showing various samples of seeds, and illustrating different tests.

The first three weeks' run was most successful. Five meetings were held every day, the attendance at each averaging 125 farmers. It was found necessary at several points to hold overflow meetings. Thousands of samples of seed wheat have been received from farmers which are mailed daily to Ottawa to be tested, the result being sent direct to the farmers presenting same. At several meetings samples of bluestone were submitted to the lecturers. In many cases these were found to be sulphate of iron instead of sulphate of copper. The former is of no value whatever in the pickling of grain, though considerable less in cost than the pure bluestone. It is altogether likely that action will be taken at the next meetings of the Dominion and Provincial parliaments to provide legislation prohibiting the use of anything but the best quality of bluestone. The following lecturers are with the "Special," and will continue with it throughout the entire trip: Supt. S. A. Bedford, Brandon Experimental Farm; Angus McKay, Indian Head Experimental Farm; Dr. Jas. Fletcher, Dominion botanist and entomologist, Ottawa; G. H. Clarke, seed commissioner, Ottawa; T. N. Willing, noxious weed inspector, Regina; James Murray, representative seed division in Manitoba, and several others. Mr. W. B. Lanigan, general freight agent of the C. P. R., is making the tour in the interests of that corporation,

The following is the itinerary of the "Seed Selection Special" from January 31st:

C. N. R.

Date	Station	Hour of Arrival.	Hour of Depart.
Jan. 31,	Methven Jct.	8.30	9.40
,, 31,	Ninette	11.00	12.00
,, 31,	Minto	12.40	14.00
,, 31,	Elgin	14.30	15.30
,, 31,	Hartney	16.10	17.10
	C. P. R.		
Feb. 1,	Melita	10.00	11.00
,, 1,	Elva	11.20	12.20
,, 1,	Gainsboro	12.55	14.00
,, 1,	Carievale	14.20	15.20
,, 1,	Carnduff	15.40	16.40
,, 2,	Glen Ewen	10.00	11.00
,, 2,	Oxbow	11.20	12.20
,, 2,	Alameda	12.40	13.40
,, 2,	Frobisher	14,00	15.00
,, 2,	Estevan	16.00	17.00
,, 3,	Portal	10.00	11.00
,, 3,	Macoun	12.30	13.30
,, 3,	Weyburn	14.45	15.45
,, 3,	McTaggart	15.05	16.05
,, 3,	Yellowgrass	16.25	17.25
,, 5,	Milestone	10.00	11.00
,, 5,	Roleau	11.50	12.50
,, 5,	Drinkwater	13.20	14.20
,, 6,	Medora	10.00	11.00
,, 6,	Waskada	12.15	13.15
,, 6,	Dalney	13.30	14.30
,, 6,	Lyleton	15.15	16.15
,, 7,	Deloraine	10.00	11.00
,, 7,	Whitewater	11.30	12.30
,, 7,	Boissevain	13.05	14.05
,, 7,	Ninga	14.25	15.25
,, 7,	Killarney	15.50	16.50
,, 8,	Holmfield	10.00	11.00
,, 8,	Cartwright	11.20	12.20
,, 8,	Mather	12.40	13.40
,, 8,	Clearwater	14 00	15.00
,, 8,	Crystal City	15.10	16.10
,, 9,	Pilot Mound	10.00	11.00
,, 9,	La Riviere	11.30	12.30
,, 9,	Manitou	13.00	14.00
,, 9,	Darlingford	14 25	15.25
,, 9,	Morden	16.10	17.10
,, 10,	Winkler	10.00	11.00
,, 10,	Plum Coulee	11.20	12.20
,, 10,	Rosenfeld	12.50	13.50
,, 10,	Altona	14.10	15.10
,, 10.	Gretna	15.30	16.30
,, 12,	Niverville	10.00	11.00
,, 12,	Otterburne	11.20	12.20
,, 12,	Dominion City	13.20	14.20
,, 12,	Emerson	14.45	15.45
	C. N. R.		
,, 13,	Sanford	9.00	10.00
,, 13,	Sperling	10.40	11.40
,, 13,	Carman	12.20	14.20
,, 13,	Baldur	16.20	17.20
,, 13,	Belmont	17.40	18.40
,, 14,	Swan Lake	8.15	9.15
,, 14,	Somerset	9 30	10.30
,, 14,	Miami	11.20	12 30
,, 14,	Roland	13.10	14.10
,, 14,	Morris	15.10	16.15
	C. P. R.		
,, 15,	Elm Creek	10.00	11.00
,, 15,	Rathwell	12.00	13.00
,, 15,	Treherne	13.20	14.20
,, 15,	Holland	14.45	15.45
,, 16,	Cypress River	10.00	11.00
,, 16,	Glenboro	11.25	12.25
,, 16,	Nesbitt	13.25	14.25
,, 16,	Carroll	15.45	16.45
,, 17,	Napinka	10.00	11.00
,, 17,	Lauder	11.25	12.25
,, 17,	Souris	13.35	14.35
,, 17,	Beresford	14.55	15 55
,, 19,	Douglas	10.00	11.00
,, 19,	Carberry	11.35	12.35
,, 19,	Sidney	13.00	14.00
,, 19,	Austin	14.20	15.20
,, 19,	McGregor	15.40	16.40
,, 20,	Burnisde	10.00	11.00
,, 20,	Portage la Prairie	11.30	12.30
,, 20,	High Bluff	12.45	13.45
,, 20,	Rosser	14.45	15.45
,, 21,	Lenore	10.00	11.00
,, 21,	Kenton	11.20	12.20
,, 21,	Bradwardine	12.45	13.45
,, 21,	Pendennis	14.30	15.30
,, 21,	Forrest	16.00	17.00
,, 22,	Wellwood	10.00	11.00
,, 22,	Brookdale	11.30	12.30
,, 22,	Oak River	14.20	15.20
,, 22,	Hamiota	15.40	16.40
,, 23,	Crandall	11.30	12.30
,, 23,	Miniota	10.00	11.00
,, 23,	Rapid City	13,45	14.45
,, 23,	Minnedosa	15.30	16.30
,, 24,	Yorkton	10.00	11 00
,, 24,	Saltcoats	11.40	12.40
,, 24,	Langenburg	13.40	14.40
,, 24,	Binscarth	15.40	16.40
,, 24,	Russell	17.05	18.05
,, 26,	Foxwarren	10.00	11.00
,, 26,	Shoal Lake	12,30	13.30
,, 26,	Strathclair	13.45	14.45
,, 26,	Basswood	15.30	16.30
,, 27,	Neepawa	10.00	11.00
,, 27,	Arden	11.20	12.20
,, 27,	Gladstone	13.05	14.05
,, 27,	Westbourne	14.45	15.45
,, 27,	Macdonald	16.05	17.05
	C. N. R.		
,, 28,	Plumas	9.00	10.00
,, 28,	Dauphin	12.00	14.00
,, 28,	Gilbert Plains	14.45	15.45
,, 28,	Grandview	16.15	17.30
March 1,	Swan River	10.00	11.00

Bonspiel Railway Rates.

Reduced railway rates have been granted by the different companies for the Winnipeg Bonspiel; viz., one way first-class fare from all points for the round trip. Tickets will be on sale to the general public, good going February 9th to 12th, and returning February 20th. To all members of the Curling Association tickets will be on sale good going Feb. 2nd to 6th, and returning February 20th.

Let Us Go Ahead

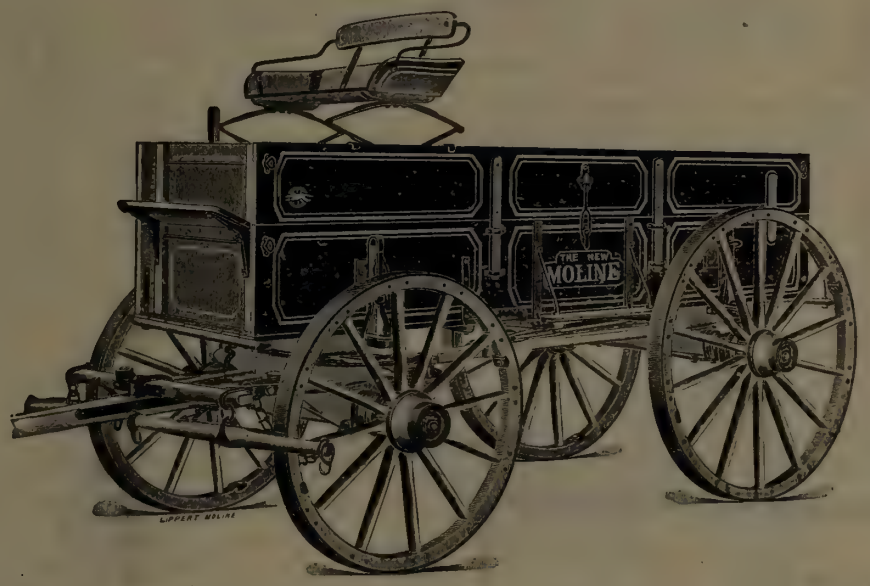
The only one who never makes mistakes is the one who never does anything. Preserve us from him; from the man who eternally wants to hold the scales even and so never gets done his weighing—never hands anything over the counter. Let the rest of us go ahead and make our mistakes—as few as we can, as many as we must—only let us go ahead.

THE MOLINE WAGON

was the First American Wagon in the Canadian Field

Its leadership thus assumed holds good to-day, also in other respects

The MOLINE WAGON is the best seller of any American Wagon in Canada.



The MOLINE WAGON is first in quality of all Wagons sold in Canada.

Are you a Moline Agent? If not, may be you can be one.

WRITE ABOUT IT TO

The FAIRCHILD COMPANY, LIMITED

WINNIPEG, MAN.,

GENERAL AGENTS—

MOLINE WAGON CO., Manufacturers

MOLINE, ILLINOIS

The Manure Spreader, its Utility and History.

That the farmers of Western Canada are becoming more and more alive to the value of paying attention to the fertilizing of the soil of their farms, is clearly demonstrated by the ever increasing demand for manure spreaders. This is a most gratifying fact to the implement trade, through whose medium these machines are exclusively sold. Year by year the agricultural educators of the country have been persistently advocating more attention to this important part of farm work. In the older settled portions of our territory, and also in some of the newer sections, their efforts are accomplishing most satisfactory results. Farmers are becoming more fully aware that continual cropping serves to impoverish the soil, and leave it depleted of fertility.

It is this fact that has caused the increased demand for the manure spreader. On farms of large areas, such as we have in the West, it is not practicable, nor is it profitable, to apply the fertilizer by manual labor; consequently this labor-saving and economical machine is meeting with constant favor wherever it is introduced. By the use of a spreader it is possible for a farmer to apply a given quantity of manure to an area three times greater than that which the same quantity would cover were it distributed by the old laborious method of pitching from a wagon with a fork. Not only is labor and manure saved, but the crop will give a greater increased yield, notwithstanding the lighter distribution. The manure spreader so pulverizes and evenly distributes the material that its soluble constituents are more readily washed out by rains, and carried down to the roots of the plants. This is one of the most important points in the application of manure to the soil. By the old method the clods and lumps, and uneven distribution all tended to delay this vital process, with the result that much of the manure's value was lost.

The outlook for the sale of spreaders is exceedingly bright, and each succeeding year sees this brightness increasing, but it is not by this alone that the dealer must measure the value of the manure spreader. He must look beyond this point, and further into the future. The sale will increase from season to season for many to come, and each machine sold will mean an improvement of the soil upon which it is worked. The result will be increased crops, larger yields, greater prosperity for the farmer, upon whom the dealer must always depend for his business, and, as day follows night, so surely will this mean increased trade and safer credits.

While the manure spreader has come into general use in the United States only within the past decade or so, and has been regarded with favor by Canadian farmers only during the past four or five years, its invention dates back to the early part of the nineteenth century. The first information we have of such a machine is taken from the patent records of the United States for 1830. At that time two German brothers, named Krause, living in Pennsylvania, built and patented an apparatus which they used for the distribution of land fertilizer. This was merely a cart, the bottom of which sloped to the rear, and had a long opening across it. A roller, driven by a belt fastened to one of the wheel hubs, served to distribute the fertilizer through the slot in the back end.

About seven years later Francis Smith, of Baltimore, Md., improved on the Krause invention, by placing a corrugated roller in the transverse opening of the cart, to which he opposed a smooth, spring pressed roller. By means of this improvement the fertilizer was better pulverized, fed more evenly, and the spring pressed roller served to allow stones or other hard substances, in the fertilizer by accident, to pass through without injury to the machine.

Fully twelve years passed without any radical change on the original spreader, when in 1850, J. K. Holland, of North Carolina, patented a machine for the same work of a totally different kind. He attached a slidable box upon a bed of rollers, fastened one end of a flexible apron to the rear of the box over the rollers, to form a flexible bottom, and the other end to a rotatable shaft geared to the supporting wheels. This box was designed to be filled with manure, and as the vehicle advanced, the apron, winding upon the rotating shaft, forced the manure forward, and allowed it to drop little by little over the foremost of the rollers until the box was emptied. The flexible apron of this invention was really the original of the improved apron used on the modern manure spreader.

In 1853, T. F. Nelson, of Virginia, made a discovery of certain mechanical arrangements, by means of which it was possible for the farmer to plant his seed, and at the same time deposit a graduated quantity of manure along with it. This invention may be considered as the first of the now important distributing attachments used in connection with drills and seeders.

Some ten years later, J. H. Stevens, of New York, designed a spreader, consisting of a wagon body, equipped with an endless flexible belt. This was so connected to the wheels that it travelled backwards as the wagon advanced, and deposited the manure in the rear. Revolving pockets to discharge into feed chutes were removably attached to the back in such position that the moving floor discharged into the pockets which were revolved intermittingly so as to drop the manure in hills if desired. When the load was fully discharged the flexible floor was turned back to its original position. Some time later Stevens improved his invention by equipping it with vibrating forks that automatically pitched the load from the travelling floor to a spreading device, where it was better and more evenly deposited on the ground.

The next inventor was W. C. Burnett, of Pennsylvania, who, in 1870, designed a machine for dry fertilizer spreading purposes. This consisted of a wagon having three

"Success Manure Spreaders"

Perfect Satisfaction Largest Sales

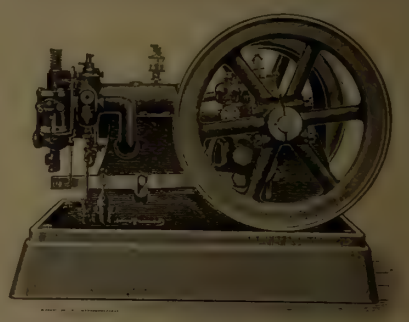
The Result of Many Years Experience.

DEALERS Investigate our Proposition. The demand for Mauure Spreaders in the West is increasing rapidly. Why not get our contract for 1906 and secure the best. We have a Stock at our **Warehouse, Corner Logan and Nena Streets,** as well as **Plows, Grinders, etc.,** and will be pleased to have you call and inspect them.

CATALOGUES SENT ON REQUEST

The PARIS PLOW CO. LIMITED

WINNIPEG, MAN.



"ALAMO"

Special Gasoline Engine

FOR

Electric Lighting Plants

This special Engine is fitted with Throttling Governor and has close regularity of speed without the use of exceptionally heavy fly-wheels—made in sizes from fifty light capacity upwards, suitable for hotels, large stores, private houses, etc

We want Agents. Why can't you sell a Plant in your locality?

Cooper Gasoline Engine Co.

313 DONALD STREET

WINNIPEG, MAN.

plates or floors, each containing a number of cross-wise slots. The centre plate was stationary, while the upper and lower floors or plates moved in opposite directions. By this shaking process the fertilizer was sifted through, and the clods and lumps disintegrated, the material being deposited on a travelling apron underneath, which carried it towards the rear to a distributing device. This type was never further developed.

In 1874, another Pennsylvanian, by the name of Joseph Sensenig, procured a patent for a machine, that was a distinct advance in the building of manure spreaders. He adopted a travelling box, of the Holland type, but instead of forcing the manure forward, had it so arranged as to force it rearward. At the back he placed a rotary cylinder, filled with flat pins, and by means of these the manure was distributed. The patent for this invention shows an automatic mechanism for stopping the travel of the flexible carrier, when emptied of its contents, by lifting a worm wheel out of contact with a driving worm. For use in spreading barn-yard manure containing straw, Sensenig deemed it advisable to replace the toothed cylinder by vibrating forks, that would push and pitch the material over the rear direct from the carrier.

During all the years that thought and ingenuity had been devoted to the improving of the manure spreader, from the prototype of the Krause Bros., to the latest invention of Sensenig, no one had ever successfully perfected a disintegrating device that would do the work thoroughly, nor had they ever thought of equipping the spreader with such mechanism that would allow it to cut up coarse, strawy manure. The credit for this improvement is due to a Canadian, Mr. J. S. Kemp, then a resident of the Province of Quebec. In 1875 Mr. Kemp invented a spreader capable of performing this work most satisfactorily. Another Canadian, Mr. Thos. McDonald, of the Province of Nova Scotia, perfected an almost similar machine to that of Mr. Kemp. He received a patent from the United States government for his spreader in 1876.

In the meantime Mr. Kemp had added one or two improvements to his invention, and on application to the United States Government for a patent received it in 1877. The object of his invention was said to be: "To provide a farm wagon or cart with a movable floor composed of slats secured to an endless belt or chain. To the foremost slat an end board is secured, which, when the machine is in motion, moves by a suitable gearing slowly to the rear, thus propelling the material that may be loaded in the vehicle against a rotating toothed drum, which pulverizes and evenly spreads the load on the ground behind." This was the birth of the modern manure spreader as it is to-day. We are indebted to "Farm Implement News" for considerable information regarding the spreader's history.

Since that time, however, numerous improvements, such as automatic stopping devices, automatic devices for the returning of the flooring and pusher board, beater cylinders, details of floor construction, change-speed gearings, etc., have been added, but while all these and other labor-saving devices have been a introduced, the principle upon which the modern manure spreader is operated remains the same.

A New Grain Cleaner and Immerser.

During the past month it has been our privilege to inspect a new invention in the shape of an immersion grain pickler and floater, and also to watch a practical demonstration of the working qualities of the same. This machine is entirely different in design from any pickler at present on the market, its principal feature being its ability to float off weed and defective seeds from the sound grain during the process of immersion.

It is constructed almost entirely of wood, the main body, or solution tank, being triangular in shape and supported on four stout legs. The whole width of the machine does not exceed 14 inches, is four feet long and four feet high. Extending from the bottom of the tank up one side to a distance of about 18 inches above the level of the tank, is an elevating attachment. This is made by having two pieces of wood fitted into the sides of the tank. From the middle of these pieces to the bottom is a small frame with a corrugated bottom to which a roller is attached at the end, while from the centre to the upper end is another corrugated frame, which acts as a drainage board. This rests on pins in the side pieces, and is entirely independent of a large roller at the top. Through this upper roller a solid crank shaft is placed, and from here the whole gearing is operated.

Over the rollers with the corrugated drainage frames between is placed an endless belt in two narrow strips, fitted close to the corrugated surface, and to these small slats of wood about an inch square and the full width of the tank are attached. It is by means of these cross-pieces that the grain is conveyed out of the solution, up over the drainage frames, and from there deposited into a receiving hood, from which it passes on to another drainage board leading to the floor, A sack may be laid on this latter board and attached to the hood so that the grain will fill into it, and at the same time be thoroughly drained. All the excess solution carried over the upper roller and into the hood is also thoroughly drained on this board, which allows it to pass into a pail placed underneath at the lower end. In this way the pail may be easily emptied back into the tank, thus avoiding any waste of the mixture.

Just over the tank is placed a hopper for allowing the grain to feed into the solution, the latter filling the tank to within about two inches of the top. The action of the elevator, together with a deflector placed midway across the tank, maintain a current that carries the defective grain and weed seeds to the rear, where they may be readily and easily skimmed out. The specific gravity of the solution not being able to float the sound,

1000 HAPPY CANADIAN FARMERS
USE THE GREAT WESTERN SPREADER.

The Great Western Endless Apron Manure Spreader has too many advantages to enumerate here, but don't forget, The Endless Apron, The Wheels Track (light draft), Non-bunchable Rake, The Capacity 30, 40, 50, 70 and 100 bu., and their marvellously light draft. We guarantee them in every particular.

"Climax" Pneumatic Straw Cutters, built to do the work well and stand the strain, unlimited capacity, in corn or straw THEY LEAD.

Our Wagons, good material, well built and well finished. Enough said.

Disc Harrows, all Steel and Iron. Strong and complete. Dust proof bearings. Easily operated and quite worth consideration before you purchase any other.

Drag Harrows, Channel Bar, made especially for your trade. A good harrow, well made and nicely painted. A Seller.

Wheel Barrows of every description, but only one grade, The Best. Steel Wheel, attractively painted, and easily soid.

We have numerous other lines of interest to you, and will be pleased to mail you our catalogue at any time,

PLOUGHS---A full line.

The Wilkinson Plough Co., Limited,
TORONTO.
Stewart Nelson Co., Ltd., Winnipeg,
Western Representatives.

good grain it immediately sinks to the bottom and is carried up on the elevatiug flights.

During the demonstration at which we were present wheat was the grain used iu making the test, and the machine certainly performed all that its inventor, Mr. J. A. Cowan, claimed for it. It is exceedingly simple in construction and operation, and this simplicity will undoubtedly enable it to be purchased for a very reasonable figure. We understand that the inventor was at one time engaged in the implement business in this territory. This being the case he should be in a position to fully realize the farmers' wants in such a machine.

A Shipment of Significance.

Eloquently significant of the tremendous progress and advancement Western Canada is making along the line of agriculture is the gigantic consignment of plows and farm wagons received by the Fairchild Co., Lt., of this city, about the latter end of December. It seems particularly appropriate that such a shipment should reach its destination just at the close of the greatest year in the history of the West, and at the beginning of another season whose early prospects promise brighter, better, and more fruitful results.

This shipment, which is admitted to be the largest ever made to a Canadian implement jobbing concern by United States manufacturers, speaks volumes for the energy and enterprise of the consignees and for the quality of the goods made by the consignors. In order to meet the transportation problem it was found necessary to charter fifty-eight cars of the largest capacity. Forty-four of these were filled with the celebrated Deere plows, manufactured by Deere & Company, of Moline, Ill., consisting of engine gang, two furrow gang, sulky, walking plows of different types, as well as breaker attachments, gang eveners, coulters, and almost 9000 plow-shares; while the balance were filled with the well-known Moline wagons, manufactured by the Moline Wagon Co., of that place.

The train, which was actually over a third of a mile in length, left Moline in two sections on the afternoon of December 15th, travelling to Minneapolis over the road of the Chicago, Milwaukee & St. Paul Railway. At this poiut the sections were handed over to the Soo Line, who became their custodians to their destination. They were merged into one train and hauled to Emerson by a large compound engine, and from the latter place were hauled to this city by two engines, arriving here about 1.15 p.m. on December 19th.

Daylight runs were made during the entire journey, and the immense number of cars, each decorated with a large banner bearing the words "Deere plows for the Fairchild Co., Winnipeg," and "Moline wagons for the Fairchild Co., Winnipeg," excited much interest and comment along the route travelled. At Winnipeg the train was met by Mr. H. W. Hutchinson, President and Manager of the Fairchild Co., accompanied by a party of friends, including a photographer, and a number of excellent negatives of this record shipment were secured.

This consignment, while only a part of the firm's actual requirements, represents a total cash value of over $140,000, and necessitated payment of duty of over $28,000. The company have concluded to run a similar train of fifty cars over the Soo Line, via North Portal, to Moose Jaw, to Calgary, and Edmonton. From these points the goods will be distributed to the company's agents throughout Saskatchewan and Alberta. It is an interesting fact to note at this time, that the Deere plows have been handled for the last twenty-eight years by the Fairchild Co., and by its predecessors the firm of Westbrook & Fairchild.

The company are reported to be exceedingly well satisfied with the excellent service rendered by both railroad companies over whose lines the shipment was brought. This is particularly true of the Soo Line, whose General Agent, Mr. A. L. Preston, of this city, is deserving of great credit for his able and efficient efforts in connection with the transportation of the consignment.

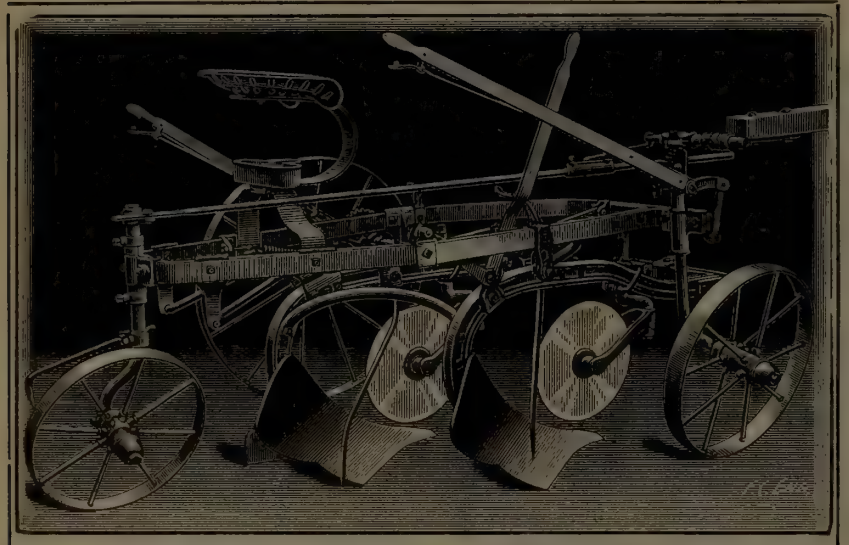
Calendars and Catalogues

Neat, Nifty, and Novel.

The Canadian Moline Plow Co., of this city, are to be congratulated on the exceptionally neat and novel calendar, which they furnished to their agents, and of which they were kind enough to send us a copy. This as our illustration shows represents their well-known Dutchman in his characteristic pose. It is nicely printed in several colors and bears the stamp of high-class workmanship. By folding the sides, which are cut for the purpose, at a certain angle, the Dutchman is thrown into bold relief, making a striking figure against the trees and shrubs of the background. In mailing these were sent out perfectly flat, in a neat corrugated cardboard case, thus insuring their delivery in good order. If you would like to secure one of these calendars we would advise you to get in touch with the management immediately as they have sent out a very large number and are running short. When writing them we would thank you to mention Canadian Farm Implements.

New in Design.

Among the many calendars that have arrived at our office this season there has been none of more attractive design than that issued by Deere & Company, of Moline, Ill. This represents a slab of oak, the gnarled bark appearing for a depth of two inches around the edges. In the centre of the slab, where the rind has been removed, there is a neatly-raised head of the well-known deer, that adorns all Deere & Company's goods. At the top is also a raised figure of a plow, and under this a calendar for this year, the cover of which bears the words "The Compliments of the Season." At the bottom, let into the bark around the edge is the firm's name and place of business, the whole



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

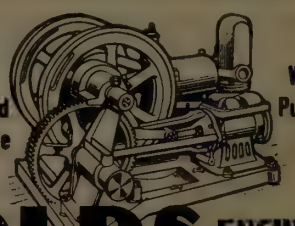
The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

THE Frost & Wood Company LIMITED General Agents,

WINNIPEG - - REGINA - - CALGARY

The Wizard Engine  With Pump

OLDS ENGINES

ARE USED BY THE U. S. GOVERNMENT

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal."

They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine, 2 to 8 H. P., (*jump-spark ignition system, same as in the famous Oldsmobile*) the most economical small power engine made; fitted either pump-jack or direct connected pump. Or, our general catalogue, showing all sizes.

OLDS GASOLINE ENGINE WORKS, Lansing, Mich.

Joseph Maw & Co., Ltd. Winnipeg Agents Winnipeg, Manitoba.

thing being printed in colors to represent the natural appearance of the oak. Their representatives in Canada, the Fairchild Co., will be pleased to mail a copy of this to any applicant. Don't forget when applying for it to get in the name of our publication.

Get one.

We got rather an attractive calendar from the McLaughlin Carriage Co., of this city, a short time ago. It shows an automobile upturned in a creek, from which the different members of the party are busily engaged in making their way to terra firma. To add to the agony of the autoists a happy couple in a McLaughlin vehicle go whirling by, noting them in their unhappy plight. As they pass the young lady says to her friend :

"An automobile of the latest design
Its use I will never disparage,
But for comfort and pleasure, pray give me for mine
A McLaughlin reliable carriage."

The company will be very pleased to send a copy of this calendar to any applicant. When writing them we would thank you to mention Canadian Farm Implements.

Easy to See.

We beg to thank the Waterous Engine Works Co., of this city, for a copy of their calendar. The pictorial centrepiece is a fine illustration of the plant of the company at Brantford, Ont., and at the bottom are placed two nice cuts of their well-known engines. The calendar part is printed in fine large block figures, making it plainly seen at a considerable distance. The company will be pleased to mail a copy to dealers who apply for it. Mention Canadian Farm Implements.

"Made in Canada."

We are indebted to the local office of the International Harvester Co. for two very handsome calendars, one got out by the Deering and the other by the McCormick Division of the company. The former represents Miss Canada, gaily dressed in a blue gown, coquetting around a sheaf of No. 1 Hard, with John Bull, who is attired in all the glory of his well known costume. A short distance away is a Deering machine hard at work harvesting the grain, underneath which are the words "I'm British Too." In the McCormick picture, which is entitled "His Three Pets," there appears a prosperous Western farmer holding in his arms his little child, and petting a young colt, while at a little distance across the field an O. K. machine is in operation, these three forming his pets. One of the features of this calendar is the small maple leaf button which the baby wears, bearing the well known slogan "Made in Canada." The printing in both is exceptionally nice, and the gay coloring lends much to the attractiveness of these hangers. The company will be pleased to forward a copy of each to any dealer who makes application. When writing them we would esteem it a favor if you should mention Canadian Farm Implements.

One from Brandon.

"The Haymaker," is the title of a nice thing in the calendar line which James Shirriff, manufacturers' agent, at Brandon, Man., is sending to his friends and customers. We congratulate Mr. Shirriff on his enterprise in this connection, and thank him for remembering us in the distribution of same.

"On the Boulevard."

The Fairchild Co., of this city have just issued a very neat calendar for 1906, and in the mailing of same they have not overlooked us. The illustration which is entitled "On the Boulevard," depicts a lady whip driving a pair of spirited horses tandem fashion, which are attached to a stylish and up-to-date driving cart. The card upon which this picture is mounted is of fine quality, and around the print in the centre are placed cuts of several lines handled by the Fairchild Co., in this territory. When writing this concern we would deem it a favour if you should mention our publication.

Many Thanks.

We are much indebted to the Norris Implement Co., of this city, manufacturers and wholesale dealers in wind-stackers, self-feeders, sieves, oil-pumps, belt guides, baggers, weighers, etc., for a copy of a calendar which they have got out for this year. The color work of this is exceedingly neat, the feminine figure, representing "Purity," being brought out to full advantage. By dropping a postcard to this company at once, mentioning Canadian Farm Implements, we think you will be in time to secure a copy, though the demand for them has been exceedingly great.

"Reasons Why."

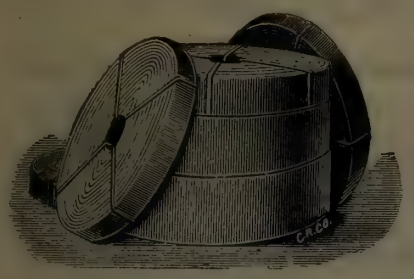
"Reasons Why" is the title of a new catalogue recently issued by the Frost & Wood Co., of Smith's Falls, Ont., with Western headquarters in this city. As the title would indicate this is a brief digest as to why dealers should handle the well-known binders manufac-

GREAT FIRES

Are going on daily, but that will not interfere with you making our office your headquarters during Bonspiel.

Our new sample stock is now in, and we will take your orders for 1906 trade.

Remember the line of PACKING, BRASS GOODS and SUPPLIES that we are selling, and that we are the only house in our line in Western Canada, and are here to do business with YOU.



We guarantee all our goods, and especially call attention to guaranteed Thresher Belts.

DON'T DELAY
GETTING PRICES

The Orient Buckboard

Threshers' Supply Co.

LIMITED

120 Lombard St.

Winnipeg.

P. O. Box 703

The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable To The Dealer. The Most Satisfactory To The Consumer. It's a Pump that Pleases Everybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your Pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in Winnipeg don't fail to see this Pump at

W. JOHNSTON & CO., Limited

General Agents,
WINNIPEG, MAN.
WRITE FOR PRICES
We want every Dealer to investigate.

MANUFACTURED BY
PETERS PUMP CO.
KEWANEE, ILL.

tured by this company, and also as to why farmers should use them. This brochure is printed throughout on fine paper, and is all two-color work, making it very pleasing and attractive in appearance. They also issued a little larger pamphlet dealing with their full line, which includes besides binders, mowers, reapers, rakes, hay loaders, disc, and shoe drills, seeders, disc and and spring tooth harrows, and plows of every description. The company have also forwarded us a copy of a new calendar for 1906. The centre piece is the work of the well known artist R. H. Rider, and is entitled "Old Acquaintances." It shows a farm hand at work seeding on the prairie using one of the company's "Champion" drills. A lady on horseback has just come up and they are engaged in conversation, this forming the theme of the picture. There also appears on the same card a number of excellent reproductions of several lines of the firm's goods. Write them and ask them to send you copies of this literature, and mention Canadian Farm Implements.

No. 21 Just Out.

We take pleasure in acknowledging our receipt of Catalogue No. 21, issued by the Canada Carriage Co., of Brockville, Ont. This represents the first wheel products of their new factory, and consists of bike buggies, road wagons, stanhopes, top buggies, phaetons, traps, surreys, concords and open buggies, carts, runabouts, democrats, mountain and delivery wagons, and they have also added to this, their regular line, a full assortment of high class pony vehicles. The catalogue contains 120 pages, and the typographical and illustration features have not been overlooked, showing fine workmanship throughout. The cover is embellished with the firm's well-known trade mark, a lion's head circled by maple leaves, which is artistically reproduced in original colors. The Fairchild Co., of this city, who represent the C.C.C. line in Western Canada, will be pleased to forward a copy to any dealer on application. When writing mention Canadian Farm Implements.

A Creditable Souvenir Number.

The combination souvenir number and catalogue issued by the American-Abell Engine & Thresher Co., manufacturers of the famous "Cock o' the North" line of threshing machinery, is something of which they may well feel proud. It contains sixty pages, and is excellently bound in green cloth. The volume contains many fine halftones of the firm's plant, and also of their engines, separators, and other necessaries for the use of the thresherman. The extra heavy quality of the surface paper used serves to bring out the illustrations to the best possible advantage. We congratulate the company in getting out this handsome publication, and should any dealer write to the local management in an effort to secure a copy, we would consider it a favor if he should mention Canadian Farm Implements.

Gray's Carriage Catalogue.

The William Gray & Sons Co., manufacturers of high grade carriages, with Western headquarters in this city, have now their repair department here in full operation. All goods from the factory at Chatham, Ont., are assembled at this point, and any damage done in transit is properly repaired before going into the hands of the Western trade.

The company are now busily engaged in sending out their annual carriage catalogue to the trade. It is an exceedingly nice volume, and well worthy of a place among the files of the progressive dealer. It is replete with halftones of the various lines manufactured by this firm, and also has an excellent illustration of the founder and present managers of the company. The cover is of new design, and adds much to the general appearance of the volume. Dealers who have not been fortunate enough to secure a copy of this catalogue before now should write immediately. We would thank you to mention Canadian Farm Implements, stating you saw this notice in our publication.

Regarding the "Success."

A short time ago we received two small pamphlets from the Paris Plow Co., of this city, relative to their "Success" manure spreader. Both of these contain much useful information regarding this particular machine, as well as considerable knowledge regarding the value, care and use of barnyard manures, and the utility and necessity for a manure spreader on every farm. These small publications are neatly and attractively gotten up, and the company will be pleased to forward copies of them to any dealer upon application. Kindly mention Canadian Farm Implements.

When the "curlin" days are over, we shall be pleased to have you call at our office,
Cor. Dufferin Ave. & Sinclair St., Winnipeg, Man.

MADE IN CANADA. ——— EQUAL TO THE WORLD'S BEST

Cock o' the North Line

Threshing Machinery | Thresherman's Supplies

We shall be pleased to hear about your success with the "stanes," or the "*reason why you didn't win it.*"

We shall be more than pleased to have you tell us about your success in last season's threshing game. If you did not win success you need not tell us the "reason why"—there is only one—we know it—you did not handle an AMERICAN-ABELL OUTFIT—AN AMERICAN-ABELL

ALWAYS WINS SUCCESS

American-Abell Engine & Thresher Co. LIMITED

Toronto, Ont. ——— WINNIPEG, Man. ———Regina, Sask.

Uncle Dave finds fault with Modern Farming Methods.

"When I was a young feller I 'most gen'rally wore out my overalls at the knees an' my calusses was all on my hands," remarked the old man to the farm assistant. "Now, I take notus, when there's any patchin' to be done it's on the seat of a man's britches on' the rest of the wear and tear seems to come on his head. It's all labor-savin' inventions—contrapshuns to save a feller trouble. S'pose it's all right, but it ain't the way I was raised. Look at you, now."

"What's the trouble with me, Uncle Dave?" asked the assistant.

"Well, you may be all right; I don't say you ain't," said the old man. "On'y when you came to my son's huntin' a job what did you do? You got out that there diplomy you got from the State Agricultural College an' commenced gassin' about centrifugal separators an' electric stimulation of plant life an' nutritive ratios an' permanganate o' potash an' such like. An' John 'stid o' sizin' you up to see whether you was stout enough to do a good man's work an' findin' out whether you knew enough to feed a cow 'thout founderin' it an' keep sober when you went after the mail, asks if you can run a gasoline engine an' what experience you've had with soil analysis. Gosh! Then you get the job. There ain't no farm hands any more. There's engineers an' biologists, an' chemists an' electricians, but there ain't no farmers."

"It's different, that's all," said the assistant. "We get the crops just the same, but we do it easier."

"That's the p'int I'm makin'," said the old man. "You do it easier. You set on a self-harvester-binder-thresher-sacker, an' go through a field o' grain 'thout doin' a lick more'n pushin' a button or pullin' a lever, an' then you think you're smart because you done it easy. Look at you. I c'd wrastle you, collar 'n elbow, or any holts you like an' wipe the ground with you, as old as I am. I could lick you with one hand tied behind me. I bet I an pitch two loads of hay afore you could one—but you'd rig up a derrick an' a portable automatic hay fork an' save time an' do it easier. Time! Ain't you got all the time there is? You git out an' saw wood, instead o' gettin' a steam engine to do it, an' your back'll be the better for it. Pump water for the stock an' let the wind do the work the Lord intended an' you'll raise some muscle on your arm. Pitch your own hay an' git a chest on you; holler across a ten acre field an' improve your lungs, instid o' settin' down to a tallerphone."

"You aren't against the use of machinery, are you, Uncle Dave?" asked the assistant.

"No, I ain't agin machinery. That's all right up to a certain p'int, but the p'int is that you're runnin' it into the ground. Look at the advertisements in the papers. All of 'em save trouble. Why waste time stroppin' a razor? Why trouble to cook? Use the self-actin' this an' the already-prepared that, an' the autermatic t'other. Don't you fool away time chawin' your vittles; eat the predigested health food that will save your stummick trouble. Don't use the legs that you've been walkin' with; ride, an' save the wear an' tear on 'em, or stay at home an' press a button or write a postcard an' have what you want brought to you. We kin furnish you anythin' you've a mind to mention quicker an' cheaper an' easier than you kin do it yourself by the old-fashioned methods. Ain't that it? You bet it is.

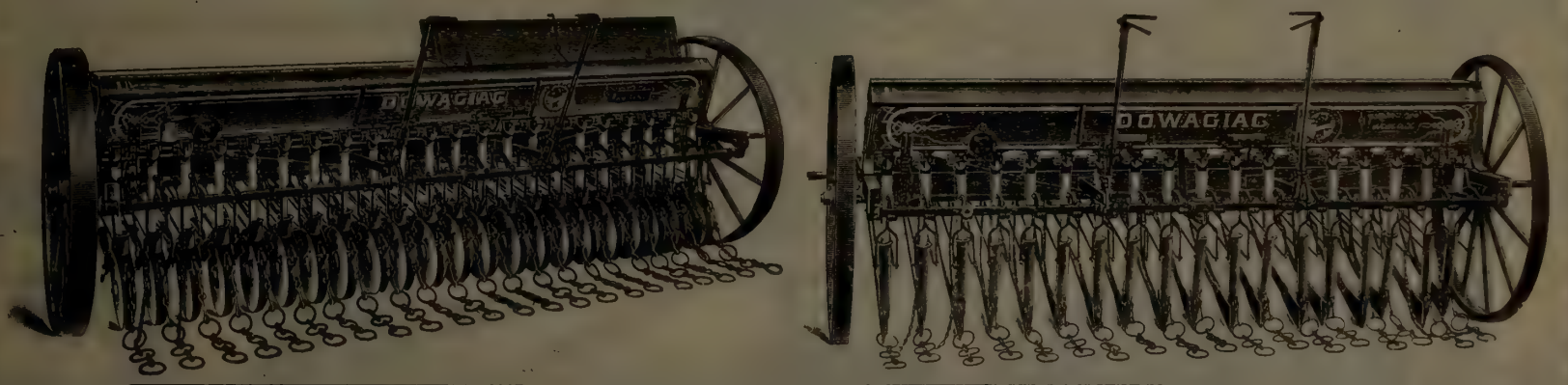
"I tell you if this idee of havin' everythin' done easy an' without any trouble goes on there won't be no use of livin' an' we'll all git to be the orneriest, triflinest, shiftlessest set o' people on the face of the airth. That's my judgment. I may be mistaken an' it may be all right to take life easy, but that ain't my notion of it. I don't feel natural with a lot o' machinery sowin' an' cultivatin' and reapin' and marketin' an' snortin' an' puffin' an' explodin' all over the place. Life wasn't meant to be too easy. There ain't no satisfaction to me to do anythin' if it's too blame easy. I like to go up against a hard proposition an' beat it out. I don't want machine deputized to do my fightin' for me an' set back in an easy chair an' watch it done. I'll use my head with the next man, but I want to use my hands, too, an' the rest o' my body. By jinks, they've even got contrapshuns for makin' fishin' easy.

"I don't want to sit on a traction engine to do my plowin'. I want to have my two fists aholt of the plow handles an' feel as if I was a-rippin' the sod up myself. I want to straddle the clods and cuss at the horses an' dodge the stumps an' in other ways work my body as well as my head. I want to push the saw an' swing the ax an' shoulder the sacks o' taters an' hoist 'em into the wagon. I'm a man an' not jest a swell-headed thinkin' machine—or I used to be."

"It's just a case of 'used to be' all around," said the assistant.—"Exchange."

DOWAGIAC DRILLS AND SEEDERS are the LEADERS

If you want the best trade get the Dowagiac.



Drills of all sizes, from twelve to twenty-six rows, Single Discs, Double Discs and Shoes interchangeable. Five-inch angle frame; four-foot wheel, with wide tires; pipe draw bars, which never bend or twist; plate or disc bearings, oil-tight. All the good points embodied in one drill.

The Balfour Implement Co., Ltd.

SOLE AGENTS FOR WESTERN CANADA.

Get our Prices. Office and Show Rooms: Market Square.

WINNIPEG, MAN.

New Warehouse of Deere & Co., Moline, Ill.

We herewith present a view of the magnificent new warehouse just added to the great Deere & Co. plow works at Moline, Ill. It is a building six stories high, with basement, 170 feet square, containing over 200,000 feet of floor space and nearly doubles the warehouse capacity of the colossal Deere plow plant. It is probably equipped with the most complete conveying system of any warehouse in the world. It contains over two miles of trolley track. Goods are elevated into the building from other parts of the factory by an incline conveyor. This device pulls the trolley uphill and entirely avoids the use of the ordinary platform elevator. It also contains an original and ingenious device for delivering goods from each floor when loading cars. The system for this purpose is best described by referring to the familiar circus performance where a man rides a bicycle down a spiral platform. The whole system is a home invention originated in the Deere factory. The base ment alone contains storage for 10,000 implements, which emphasizes the great storage capacity of this splendid warehouse, and places this enterprising company in a position to meet even more promptly than in the past, demands for prompt shipments during the busy season. The main floor of this building is essentially for shipping purposes and provides Deere & Co. with an added shipping capacity of over fifty cars a day. The second floor is devoted to export boxing and has a capacity of five cars a day. It is in every detail one of the finest warehouses in the world. Each floor will carry 1,000 pounds of weight to the square foot and the most perfect fire protection is provided throughout.

Latest Addition to the Plant of Deere & Co., Moline, Ill.

How to Meet Catalogue House Publicity.

The value of advertising in order to meet catalogue-house competition was the theme of an able address presented to the Nebraska and Western Iowa Retail Implement Dealers' Association, during their recent annual convention at Omaha, Neb., by Mr. F. W. A. Vesper, a member of the staff of the Implement Trade Journal.

During the course of his remarks Mr. Vesper said:

"I have listened with a great deal of interest to the different subjects you have discussed and the methods that you expect to use to combat one of your greatest evils, that of catalogue house competition, and it seems to me that the way to do that would be to use exactly the same weapon that the

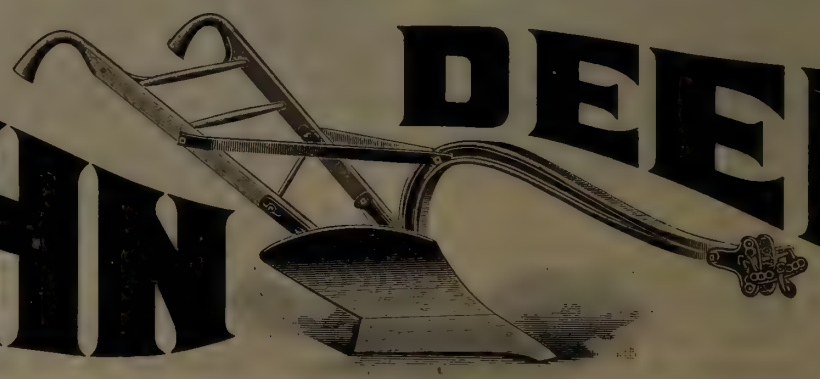
By this Mark all men may know the best Plows, Cultivators and Harrows on Earth

JOHN DEERE MOLINE, ILL.

Have been the Standard of the World for over 65 Years

They Get the Business

JOHN DEERE



WRITE FOR AGENCY

DEERE & CO., Moline, Illinois

OR

Minneapolis Indianapolis New Orleans Denver
Kansas City Portland Milwaukee San Francisco
St. Louis Omaha Dallas Winnipeg

THE FAIRCHILD CO., Limited, Winnipeg, General Agents,

MANITOBA, SASKATCHEWAN AND ALBERTA

cataloue house uses, namely, the same character and kind of publicity or advertising that the catalogue house uses, and it could be done a good deal cheaper and a good deal easier and with greater results than the catalogue house is able to. If you will pick up any of your local papers and look over the advertising used by the catalogue house you will find it is complete in every detail. The article advertised is described thoroughly, and the advertisement gives the buyer the reason why he should buy direct. It tells you that their facilities for manufacturing are greater, and it gives a great quantity of reasons why the customer should buy direct.

"Now you, as dealers, can give a great many more reasons for purchasing from you than the catalogue house has to offer. In the first place, the difference in price is not so great after all when freight and everything is considered. The difference in quality, of course, is not greater, and you can buy as good goods and buy them as cheap almost as they can when the freight proposition is considered. You pick up the average country paper —I had one the other day in which there were two stoves advertised; on one page in a small space was the advertisement of a catalogue house range, in which it gave all this information I speak of. It gave the reasons to the customer why he should buy. On the opposite page, using twice as much space, it made the statement, 'We sell the so-and-so range, the best on earth.' The trouble is with us in the retail business we have not the confidence that is necessary—we have not got the confidence in our paper and in our ability to present our proposition as does the catalogue house; and there is where we lose. It seems to me that the simplest way would be for the local dealer to confer with the local editor of the paper and get up a system of advertising on a small scale, just exactly as they do in the larger institutions of the country; and it might be of interest to you to know that perhaps the highest salaried man in the commercial business of today is the advertising man that belongs to that institution His entire time is given up to that one idea of presenting to you and to me as a buyer the reasons for buying from that particular house. The way he is doing that to-day is, he is using the same kind of argument that you use when your customer comes into the store and looks at a wagon, a plow, or a range, and you have got a whole lot of reasons why that fellow ought to buy from you. Why not tell that through the local papers, the same as the catalogue house does; make the same kind of selling talk in your advertisements that you do personally? That will bring your customer in. I cut out of a paper the other day the statement that 'to-day the advertising which accomplishes the highest and most lasting results is that which is stripped of all fancy and extravagant verbiage, but which has a story to tell, and then tells it in language so plain that all may understand.'

Advertising of the modern brand is nothing more than store talk. When a customer enters your place of business and inquires for any article, your salesman dwells upon the merits of the article, shows up its good points and concludes with the price asked. But you must advertise. If you have the best goods in the world at prices that are marvelously low, and say nothing about it, you will not sell the goods. But if your mail order competitor in Chicago has the same goods—or a cheaper grade which he offers for a higher price than you are asking—and he advertises (and whoever heard of a mail order house that didn't advertise?) he will sell the goods, and to your customers. You can't dodge the proposition. If he advertises you must.

"The editor or publisher of your local paper, or your trade paper, or any paper that you read, would be glad to give you the benefit of any advice that he can on the advertising question."

"The Great Bonspiel."

The Rev. John Kerr, captain of the Scottish curlers, in his splendid contribution to curling literature, entitled, "Curling in Canada and the United States," refers to the Winnipeg 'Spiel of 1903 under the above heading. "Great" it was in many respects. The enormous gathering on that occasion not only indicated the great popularity of the "roarin' game", but was also

OPPORTUNITY

The Hoosier Low-Down Press Drill always gives perfect satisfaction.

We also make Hoosier Double Disc and Shoe Drills.

We make a Special Hoosier Single Disc Drill to meet the requirements of the farmers of the great Northwest It is constructed upon the "zig-zag" "closed delivery" principle, and will not clog in mud or trash. Its grain feed is positive and accurate and will sow any and all kinds of seed perfectly. It is as strong as steel and malleable iron can make a drill. It has duplex "chilled" bearings, is wonderfully light draft and free from neck weight. The Hoosier is easy on both man and team.

Send for Catalogue and Prices.

American Seeding Machine Co.

CANADIAN DIVISION:

WINNIPEG, MANITOBA.

a strong indication of the great increase in prosperity and population of the West, as only from a great and prosperous population could such a gathering devoted to a single object be drawn.

Another evidence of the growing industrial greatness of the West is contained in Mr. Kerr's book by his reference to the American-Abell rink, as follows: "One great feature of this carnival at Winnipeg was the American-Abell rink, of which we give an illustration. This had been built for the occasion by the firm of that name, who had the great tent constructed for the show of their agricultural machinery. Under one roof there were fourteen excellent sheets of ice, and these, when crowded with players and spectators, made a wonderful sight."

This reference to the American-Abell rink, while conveying a proper idea of the magnitude, does not do full justice to the building when referring to it as a "tent". However, it is not to be wondered at that a "Scottish Curler" should expect to find anything but a tent, of the enormous dimensions required for fourteen sheets of curling ice and room to spare, in the "Great Lone Land". As a matter of fact the building is a substantial metal-clad warehouse of permanent construction. Visitors to the American-Abell Co., may, at any time, see this warehouse which provided "rinks" for the "Great Bonspiel."

"There Is No Place Like Home."

The following information is taken from the letter head of the Auditorium Hotel, at Nanton, Alta.:—Best house north of Mexico. First class in every particular. Rates: One and one half ounce per day. Crap, Chuck Luck, Stud Poker, and Black Jack games run by the Management. Private entrance for ladies by ladder in the rear. Special rates for ministers and the gambling "Perfesh." Every known fluid—water excepted—for sale at the bar. Dogs bought and sold. Insect powder for sale at the bar. Indians and niggars charged double. The following list is appended to the side of the letter under the title of "House Rules:"

Towels changed weekly.

Dogs not allowed in the bunks.

Candles and Hot Water charged extra.

Board, $2 per square foot. Meals extra.

Spiked boots must be removed at night.

Guests are requested not to speak to the Dumb Waiter.

Anyone troubled with night-mare will find a halter on the bed-post.

If the room gets too warm, open the window and see the fire escape.

Base-ballists desiring a little practice will find a pitcher on the stand.

Don't worry about paying your bill; the house is supported by its foundations.

The house is convenient to all cemeteries. Hearses to hire at 25 cents per second.

Guests wishing to do a little driving will find hammer and nails in the closet.

Guests wishing to get up without being called can have self-raising flour for supper.

If the lamp goes out, take a feather out of the pillow; that's light enough for any room.

If you are fond of athletics and like good jumping, lift the mattress and see the bed spring.

Not responsible for diamonds, bicycles, or other valuables kept under the pillows; they should be deposited in the safe.

HOLDS
FIRST PLACE
THE NEW
North - Western Limited
MINNEAPOLIS—ST. PAUL TO CHICAGO.

These trains are new throughout, with sleeping cars of new design—more strongly built, more comfortable, more luxurious; free reclining chair cars and coaches have also been improved. All brilliantly illuminated by electric lights, providing the best train service in the world.

EXCURSION TICKETS
to Eastern Canada will be honored on the NORTH-WESTERN LIMITED

G. A. LEE, General Agent,
513 Union Bank Building;
Winnipeg.

THE NORTH-WESTERN LINE

GREAT NORTHERN RAILWAY

THE WINNIPEG LIMITED

The Train of Ease, Elegance and Excellence

The comfortable way to go for a trip—south, east or west—superb equipment, observation, buffet, library car, standard and compartment sleepers.

Leaves C.N.R. Depot every day 5-20 p m.; arrives in St. Paul-Minneapolis early the following morning.

Pleasant company, pleasant surroundings all the way.

R. J. SMITH, D. F. & P. A.,
447 Main Street, Winnipeg. Phone 195

S.S. "Minnesota" sails from Seattle for the Orient February 1st, 1906

S.S. "Dakota" sails from Seattle for the Orient March 12th, 1906

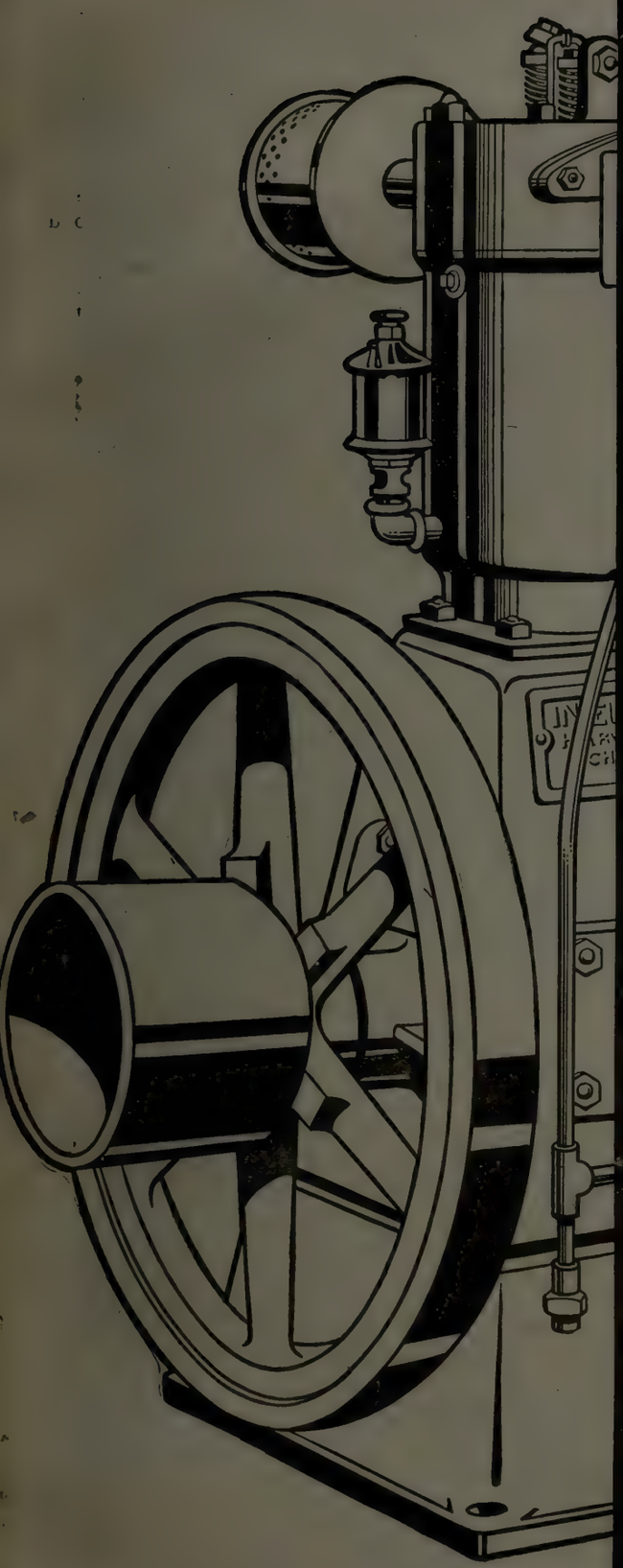
NORTHERN PACIFIC
YELLOWSTONE PARK LINE

CALIFORNIA TOURS
ALL ROUTES
LOW RATES

OCEAN TICKETS

FULL PARTICULARS ON APPLICATION

H. SWINFORD, General Agent,
R. CREELMAN, Ticket Agent,
341 MAIN STREET, WINNIPEG



ONE HALF

the advantages of the gasoline engine has never been told the farmer. Tell him **all** the story—and you will sell an engine. Tell him why

I. H. C. GASOLINE ENGINES

are best for him, why they are the simplest, most durable, most economical in fuel consumption and easiest to operate. Tell him the hundred and one practical uses to which these engines may be put—and the rest will be easy.

1906

promises to be a banner year for the implement dealer with an I. H. C. engine contract, because the gasoline engine has come to be an absolute necessity on every well regulated farm.

Don't let a farmer tell you that he can't afford an engine for you can demonstrate to him how he actually saves money by its use from the very day he buys his engine.

I. H. C. engines are so durable and the uses to which they may be put are so many and varied that there cannot be any question as to their economy.

Built in the following styles and sizes:

Vertical—2, 3 and 5 Horse-Power

Horizontal—{Portable / Stationary} 6, 8, 10, 12 and 15 Horse-Power

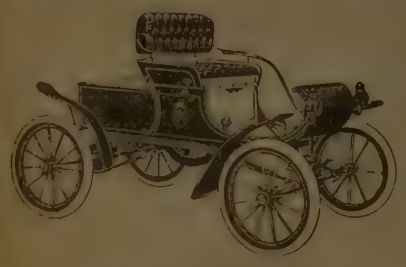
If you want to get your share of the gasoline engine trade, which will surely reach immense proportions during 1906, secure the agency for I. H. C. gas or gasoline engines.

Write nearest branch house or see blockman for terms and territory.

CANADIAN GENERAL AGENCIES:

CALGARY	MONTREAL	REGINA	TORONTO
LONDON	OTTAWA	ST. JOHN, N. B.	WINNIPEG

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.



Old's 7-H.P. Runabout

IT WILL PAY ALL VISITORS TO THE BONSPIEL

to call on us if interested in

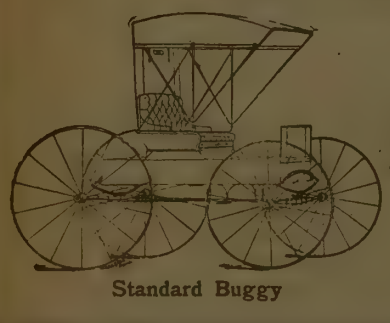
Carriages	Disc Plows	Disc Harrows
Wagons	Gasoline Engines	Wood Pumps
Sleighs	Grinders	Sewing Machines
Cutters	Saws	etc.

DON'T FAIL TO GET OUR

Automobile Proposition

We have Something Special in the

OLD'S LINE



Standard Buggy

Jos. Maw & Co.,

LIMITED,

WINNIPEG, CANADA

WE HAVE

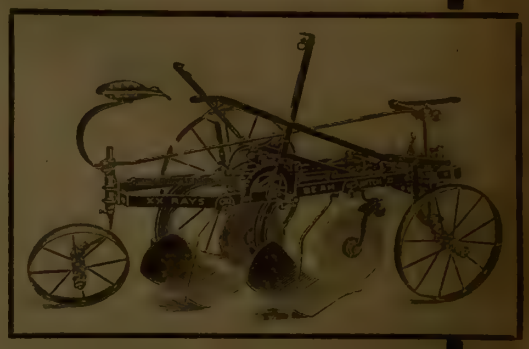
Just placed on the market our

XX RAYS BEAM HITCH GANG

Which is being extensively sold in this section. We have room for a few more good live agents. Call or write us to-day.

Many of our famous X and XX Rays Frame Hitch Sulkies and Gangs are in use in Northwestern Canada, but on account of the preference many farmers give to a Beam Hitch Plow we have produced their ideals in our

X RAYS Beam Hitch Sulky and XX RAYS Beam Hitch Gang



XX RAYS BEAM HITCH GANG.

Same as XX Rays Frame Hitch with the exception of being a Beam Hitch Gang. Beams will stand hardest of plowing—will not bend. Foot-Lift. 1000-Mile Axles. Write for circular.

When at Winnipeg call at our Agency. If our goods are not sold near you, write for the agency at once. There's good money in it.

DAVID BRADLEY MFG. CO., WINNIPEG, MAN.

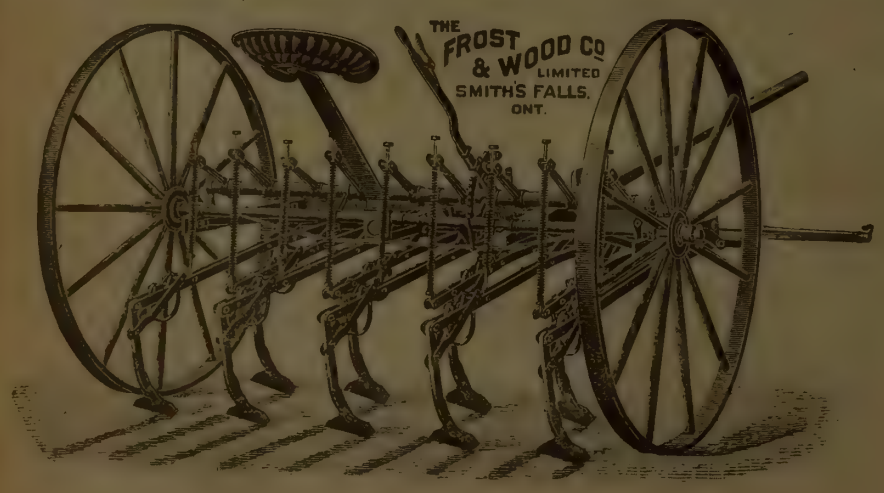
McRae Bldg., Cor. King and James Sts.

Home Office and Factory: BRADLEY, ILL., U.S.A.

NOXIOUS WEEDS

The Government is pointing out the harm and danger of weeds on the farms of the Great West

We are providing the means of exterminating these weeds



Our "CLIMAX CULTIVATOR" is the implement that will do the work, and if properly used will clean any farm of weeds that destroy or lessen the value of the crop.

For the extermination of weeds, this Cultivator is equipped with 10 in. points which cut off the weeds just below the ground, or if desired will tear them out by the roots. When the roots are stripped of their foliage they will soon die.

Stop and think what clean farms would mean to the farmers of the North-West!

Competent authorities claim a loss of twenty million dollars from smut and weeds in the crop of 1905.

WRITE FOR OUR SPECIAL WEED PAMPHLET

THE Frost & Wood Company LIMITED.

WRITE FOR OUR SPECIAL WEED PAMPHLET

BRANDON, WINNIPEG, REGINA, CALGARY

CANADIAN FARM IMPLEMENTS

VOL. III, No. 2. WINNIPEG, MAN., FEBRUARY, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

Head Office : QUEBEC.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,000,000
REST - $1,300,000

Andrew Thomson, Esq. - - - President.
G. H. Balfour - - - - General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw - - - Superintendent.
F. W. S. Crispo - - - - Inspector.
H. Veasey—P. H. Vibert-Assistant Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Carberry, Carman, Crystal City, Cypress River, Deloraine, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Morden, Neepawa, Ninga, Rapid City, Russell, Shoal Lake, Souris, Strathclair, Virden, Wawanesa, Wellwood, Winnipeg, (Winnipeg North End Branch).

SASKATCHEWAN.—Arcola, Carlyle, Humbolt, Indian Head, Lumsden, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, Sintaluta, Wapella, Weybnrn, Wolseley, Yorkton.

ALBERTA.—Calgary, Cardston, Carstairs, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch - - R. S. BARROW, Manager.

STYLE IN HARNESS

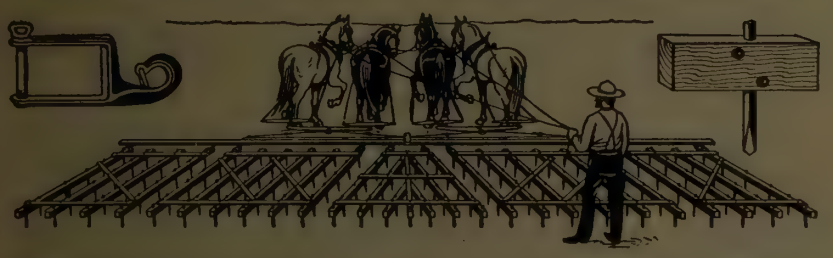
is a most important factor, but style without durable quality is only like gloss on the surface. The Harness Manufactured by us is just as strong, well made and durable as it is pleasing to the eyes, and in both respects it is unsurpassed by any other made. Whether you are a good judge of harness or whether you are not, you cannot go wrong in purchasing any bearing our name.

Catalogues supplied to the Trade.

The GREAT WEST SADDLERY CO., Ltd.

WINNIPEG, Man. CALGARY, Alta.

WATSON'S BOSS WOOD HARROWS



Every Bar made of seasoned oak. Notice the two rivets at every tooth and Malleable Draw Clevis with under draw

We also Manufacture both

LIGHT AND HEAVY STEEL HARROWS

OF HIGHEST QUALITY IN ALL SIZES.

Grand Detour Wagons and Farm Trucks. Pulverizers, Straw Cutters, Horse Powers, Bevel Jacks, Wheelbarrows, etc.

WRITE US FOR PRICES

We Carry Stocks at

CALGARY, REGINA, and BRANDON

John Watson Mfg. Co. LIMITED

WINNIPEG, MAN.

If you require a ***Fire or Burglar Proof***

SAFE OR VAULT DOORS

write us for prices and catalogue. We can quote you prices that will interest you.

W. JOHNSON & Co., Ltd.,

776 MAIN STREET, WINNIPEG, MAN.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence Invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description is
SHEET METAL

SAFE LOCK SHINGLES

Tell us all about your requirements and ask for our 1905 Catalog.

CLARE & BROCKEST

246 Princess Street Winnipeg, Man.

SPRING TIME IS SEED TIME

From now till Seeding starts your DRILL TRADE is all important

You should get your full share with

COCKSHUTT DRILLS

Start the Season with Satisfied Customers. THE COCKSHUTT DRILL never fails to satisfy. We leave the farmer to judge and never fear the result. We stand behind you on this guarantee.

COCKSHUTT DOUBLE DISC DRILLS

have won a leading place on their merits.

COCKSHUTT SINGLE DISC DRILLS

embody all the latest and best features in construction:

MOST CLEARANCE
BEARINGS DO NOT WEAR
PERFECT FEED
LIGHT DRAFT

All the Strongest Points are with you in Selling Cockshutt Drills.

Cockshutt Plow Company, Limited

FACTORY—BRANTFORD
WINNIPEG

CANADIAN FARM IMPLEMENTS

Vol. III, No. 2. WINNIPEG, MAN., FEBRUARY, 1906. SUBSCRIPTION PRICE { Per Copy, 5c. Per Year, 50c.

What has been Accomplished.

Dealers in farm implements and vehicles in Western Canada often ask "what can be accomplished by a dealers' association?" It would be an exceedingly difficult matter to enumerate all the achievements or all the benefits that might accrue to members through the medium of such an organization. In order to prove that results can be accomplished by united effort we give a synopsis herewith of the achievements and benefits resulting to the trade through the formation of the Western Retail Implement and Vehicle Dealers' Association of Kansas.

PROTECTION.

First of all, and the prime object for which it was organized, was protection of its members' interests, and the prevention of sales direct to consumer or to catalogue agents, and the record of a satisfactory adjustment of over 1,200 complaints and the fact that sales to users are few and far between as compared with former years, should satisfy the most sceptical that in this respect the Association has been successful.

DISSOLUTION OF LOADING AGREEMENT.

The first notable achievement of the Association was the dissolution of the "Loading Agreement" which existed in Kansas City prior to 1892. Under this agreement the jobbers who had their own warehouses and platforms would not permit goods from transfer houses to be loaded in cars at their platforms. This necessitated extra expense for switching, and caused annoying delays. It was to secure concessions from the jobbers in regard to this practice that the organization of dealers was first thought of.

DRAYAGE.

The drayage question was then taken up, and after several years of persistent effort, drayage charges, were discontinued entirely, and this alone saves the dealer thousands of dollars annually.

INSURANCE.

A safe and cheap plan of fire insurance has been established which has saved to the subscribers over $91,000, or an average for eight years of about 51 per cent. of their premiums. There are now about 1,000 subscribers, with over $3,250,000 insurance in force. A policy at Reciprocal Underwriters is the best, safest and cheapest insurance to be had.

CLASSIFICATION.

Several proposed changes in classification have been prevented, one of which would have prohibited the loading of implements and vehicles in the same car. A ruling was secured permitting the loading of windmills, pumps, and tanks in cars with implements at the Class A rate, and recently an order was secured permitting the loading of vehicles, which heretofore were held to kill the mixture, with the above commodities. This has saved dealers hundreds of dollars. The most important achievement, pertaining to classification, however, was preventing a change in the L. C. L. classification of vehicles from one and one half times first class to first class. This had been applied for by catalogue houses, and but for the fact that we were organized, would have become effective.

FRIENDLY RELATIONS.

More friendly relations have been established between manufacturer, jobber and dealer, resulting in better protection to the latter and the discontinuance of hundreds of irregular or catalogue agencies.

NATIONAL FEDERATION.

An alliance has been formed with all of the other retail implement and vehicle associations in the United States, which gives each one greater prestige and influence than the individual association could wield. To this body are referred all matters which are national in scope, and the wisdom of the plan is measured by the splendid achievements which have resulted.

SALES TO CATALOGUE HOUSES.

It secured the adoption of a resolution by the Manufacturers' Association promising to sell no goods to catalogue houses, and promises from the Kansas City supply houses to the same effect.

LEGISLATION.

The Legislative Committee secured the enactment by the Kansas legislature of a law which obviates the necessity of renewing title notes annually, and increasing penalty for the sale of mortgaged property,

HARVESTER CONCESSIONS.

Perhaps the most notable achievements are the concessions from the International Harvester Company of America, which consist of elimination from the contract of the objectional features, including the Exclusive Clause, and securing an agreement from that company providing for rating orders before delivery of machines. The value of these concessions cannot be overestimated. Very few believed they could ever be secured, and they could not only by associated effort. They are the result of years of persistent work.

TRANSPORTATION CHARGES ON FREE REPAIRS.

This concession, by the term of which manufacturers agree to pay the transportation charges on repairs shipped to take the place of defective parts, will save our members thousands of dollars annually, and its importance to the dealer can best be measured by the reluctance of manufacturers in granting same. It is the result of four years effort and is a tangible benefit of great importance, which will be felt in the every day business of the dealer.

BETTER CLASSIFICATION OF DEALERS.

The efforts which have been for several years directed towards preventing catalogue agents from securing classification in the commercial agency books as dealers are being rewarded with success, as the agencies are making corrections as fast as possible, and have instituted an investigation in every case brought to their attention wherein their reports were incorrect.

WINDMILL QUESTION.

The results accomplished by the Windmill Committee in placing on record most of the windmill manufacturers who handle the western trade as being willing to fully protect the retailer, ranks as one of the Association's best achievements.

PARCELS POST.

Through co-operation of all the retail associations, assisted by the Manufacturers' Association, Parcels Post legislation has thus far been prevented. But thorough organization of dealers is necessary to prevent the final enactment of this pernicious legislation, as its advocates are active and have the means to push it. The advantages of being organized were very apparent recently when word was received concerning the order of the Post Office Department providing for numbering all rural mail boxes and authorizing that mail addressed to number alone be deposited therein. This Association was the first to file protest; other organizations of merchants did the same, and it resulted in the order being rescinded.

LOCAL CLUBS.

Good progress has been made in the organization of Local Clubs, and these have been instrumental in bringing about a better feeling among competitors, and the movement is growing.

The understanding reached with jobbers whereby the career of the party who misrepresents facts in order to buy goods at wholesale price will be short, is an important matter, and will prevent many irregular sales.

The achievemtnts of the past are but an index to what can be done by united efforts.

Organization accomplishes results where individual effort fails. No dealer should retard this work, but all should join with us and help by their presence at conventions, taking part in the proceedings and placing their names upon the roll, thereby letting it be known that they approve of the efforts being put forth to improve the condition of the implement business.

Business Wisdom.

Full of sound advice for the modern business man is the following article by Sir Arthur Phelps, which recently appeared in the columns of the Maritime Merchant, Halifax:

"In your converse with the world avoid anything like a juggling dexterity. The proper use of dexterity is to prevent your being circumvented by the cunning of others. It should not be aggressive.

"Concessions and compromises form a large and a very important part of our dealings with others. Concessions must generally be looked upon as distinct defeats; and you must expect no gratitude for them. I am far from saying that it may not be wise to make concessions, but this will be done more wisely when you understand the nature of them.

"In making compromises, do not think to gain much by concealing your views and wishes. You are as likely to suffer from its not being known how to please or satisfy you, as from any attempt to overreach you, grounded on a knowledge of your wishes.

"Delay is in some instances to be adopted advisedly. It sometimes brings a person to reason when nothing else could; when his mind is so occupied with one idea, that he completely overestimates its relative importance. He can hardly be brought to look at the subject calmly by any force of reasoning. For this disease time is the only doctor.

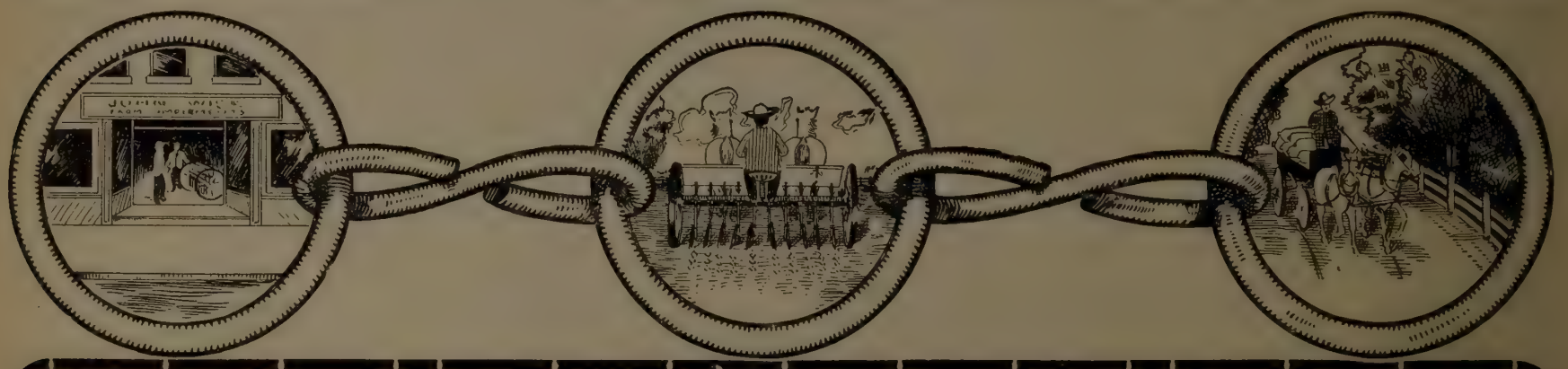
"A good man of business is very watchful, over both himself and others, to prevent things from being carried against his sense of right in moments of latitude. After a matter has been much discussed, whether to the purpose or not, there comes a time when all parties are anxious that it should be settled, and there is then danger of the handiest way of getting rid of the matter being taken for the best.

"It is often worth while to bestow much pains in gaining over foolish people to your way of thinking; and you should do it soon. Your reasons will always have some weight with the wise. But if at first you omit to put your arguments before the foolish, they will form their prejudices; and a fool is often very consistent, and very fond of repetition. He will be repeating his folly in season and out of season, until at last it has a hearing; and it is hard if it does not sometimes chime in with the external circumstances.

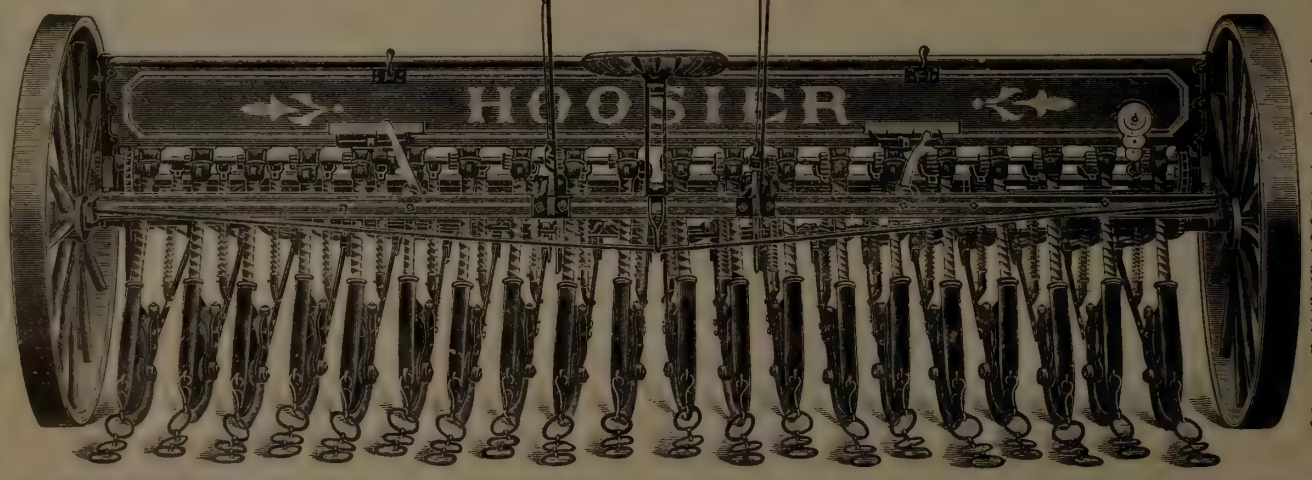
"A man of business should take care to consult occasionally with persons of a nature quite different from his own. To very few are given all the qualities requisite to form a good man of business. Thus a man may have a sternness and the fixedness of purpose so necessary in the conduct of affairs, yet these qualities prevent him, perhaps, from entering into the characters of those about him. He is likely to want tact. He will be unprepared for the extent of versatility and vacillation in other men. But these defects and oversights might be remedied by consulting with persons whom he knows to be possessed of the qualities supplementary to his own. Men of such depth of mind can bear a great deal of counsel; for it does not easily deface their own character, nor render their purposes indistinct.

"This first thing to be considered in this division of the subjects as the collection and arrangement of your materials. Do not fail to begin with the earliest history of the matter under consideration. Be careful not to give way to any particular theory, while you are merely collecting materials, lest it should influence you in the choice of them. You must work for yourself; for what you reject may be as important for you to have seen and thought about, as what you adopt; besides, it gives you a command of the subject, and a comparative fearlessness of surprise, which you will never have if you rely on other people for your materials. In some cases, however, you may save time by not laboring much, beforehand, at parts of the subject which are nearly sure to be worked out in discussion.

"When you have collected and arranged your information, there comes the task of deciding upon it. To make this less difficult you must use method, pratice economy in thinking. You must not weary yourself by considering the same thing in the same way; just oscillating over it, as it were; seldom making much progress, and not marking the little that you have made. You must not lose your attention in reveries about the subject, but must bring yourself to the point by such questions as these



HOOSIER GRAIN DRILLS



The Hoosier Low-Down Press Drill always gives perfect satisfaction.

We also make Hoosier Double Disc and Shoe Drills.

We make a Special Hoosier Single Disc Drill to meet the requirements of the farmers of the great Northwest. It is constructed upon the "zig-zag" "closed delivery" principle, and will not clog in mud or trash. Its grain feed is positive and accurate and will sow any and all kinds of seed perfectly. It is as strong as steel and malleable iron can make a drill. It has duplex "chilled" bearings, is wonderfully light draft and free from neck weight. The Hoosier is easy on both man and team.

Send for Catalogue and Prices.

AMERICAN SEEDING MACHINE COMPANY,

CANADIAN DIVISION:

WINNIPEG, MANITOBA.

What has been done? What is the state of the case at present? What can be done next? What ought to be done? Express in writing the answers to your questions. Use the pen—there is no magic in it, but it prevents the mind from staggering about. It forces you to methodize your thoughts. It enables you to survey the matter with a less tired eye. Whereas in thinking vaguely, you not only lose time, but you require a familiarity with the husk of subject, which is absolutely injurious. Your apprehension becomes dull; you establish association of ideas which occur again and again to distract your attention; and you become more tired than if you had really been employed in mastering the subject.

"When you have arrived at your decision, you have to consider how you shall convey it. In doing this, be sure that you very rarely, if ever, say anything which it not immediately relevant to the subject. Beware of indulging in maxims, in abstract propositions or in anything of that kind. Let your subject fill the whole of what you say. Human affairs are so wide, subtle, and complicated, that the most sagacious man had better content himself with pronouncing upon those points alone upon which his decision is called for.

"It will often be a nice question whether or not to state the motives for your decisions. Much will depend upon the nature of the subject, upon the party who you have to address, and upon your power of speaking out the whole truth. When you can give all your motives, it will in most cases be just to others, and eventually good for yourself, to do so. If you can only state some of them, then you must consider whether you are likely to mislead, or whether they tend to the full truth. And for your own sake there is this to be considered in giving only a part of your reasons; that those which you give are generally taken to be the whole, or at any rate, the best you have. And, hereafter, you may find yourself precluded from using an argument which turns out to be a very sound one, which had great weight with you, but which you were at the time unwilling, or did not think it necessary, to put forward.

"When you have to communicate the motives for an unfavorable decision, you will naturally study how to convey them so as to give the least pain, and to ensure least discussion. These are not unworthy objects; but they are immediate ones, and therefore likely to have their full weight with you. Beware that your anxiety to obtain them does not carry you into an implied falsehood; for, to say the least of it, evil is latent in that. Each day's converse with the world ought to confirm us in the maxim that a bold but not unkind sincerity should be the groundwork of all our dealings.

"It will often be necessary to make a general statement respecting the history of some business. It should be lucid, yet not overburdened with details. It must have method not merely running through it, but visible upon it—it must have method in its form. You must build it up, beginning at the beginning, giving each part its due weight, and not hurrying over those steps which happen to be peculiarly familiar to yourself. You must thoroughly enter into the ignorance of others, and so avoid forestalling your conclusions. The best teachers are those who can seem to forget what they know full well; who work out results, which have become axioms in their minds, with all the interest of a beginner, and with footsteps no longer than his.

"It is a good practice to draw up, and put on record, an abstract of the reasons upon which you have come to a decision on any complicated subject; so that if it is referred to there is but little labor in making yourself master of it again. Of course this practice will be more or less necessary, according as your decision has been conveyed with a reserved or with a full statement of the reasons upon which it was grounded.

"Of all the correspondence you receive a concise record should be kept; which should also contain a note of what was done upon any letter, and of where it was sent to, or put away. Documents relating to the same subject should be carefully brought together. You should endeavor to establish such a system of arranging your papers, as may ensure their being readily referred to, and yet not require too much time and attention to be carried into daily practice. Facsimiles should be kept of all the letters which you send out.

"These seem little things; and so they are, unless you neglect them."

The Charge of the Mad Brigade.

(With acknowledgments to Tennyson.)

Half a block, half a block,
Half a block onward,
Packed into trolly cars
Rode the six hundred.
Maidens, and matrons hale,
Tall spinsters, slim and pale,
On to the bargain sale,
Rode the six hundred.

Autos to right of them,
Hansoms to left of them,
Flying trains over them
Rattled and thundered.
Forward through all the roar,
On, through the crowd they bore,
To Price and Seller's store
Rode the six hundred

When at that mart of trade,
Stern-faced and unafraid,
Oh, the wild charge they made!
All the clerks wondered.
Theirs not to make reply,
Theirs not to reason why,
Theirs but to pacify
All the six hundred.

On bargains still intent,
Homeward the buyers went,
With cash and patience spent,
And friendships sundered.
What though their hats sport dents,
What though their gowns show rents –
They have saved thirty cents;
Noble six hundred.

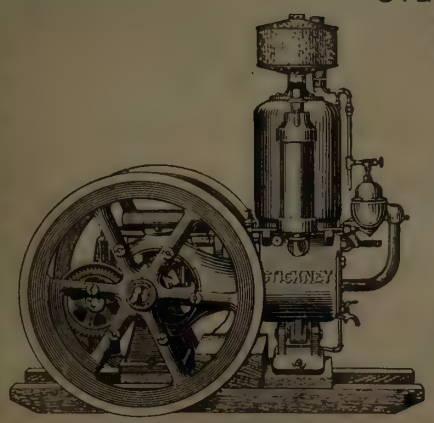
OUR LINES ARE WINNERS

THE CANADIAN AIR MOTOR TORONTO ONT. WIND ENGINE & PUMP CO.

HERE THEY ARE:

WINDMILLS, (For Pumping & Power)
TOWERS. TANKS, (Wood or Steel)
CYLINDERS, (Brass, Iron, Porcelain)
PUMPS, (Wood, Iron, Double Acting)
ELEVATED TANKS, (For Fire Protection, Town Water Supply and Railroad Work.
STEEL SAW FRAMES & SAWS

STICKNEY GASOLINE ENGINES, (For Pumping, Electric Lighting, Elevator Work, Farm Work, or for Power Plants of any kind.)
TORONTO GRAIN GRINDERS
B. BELL & SON, HORSE & TREAD POWERS, FEED CUTTERS, LAND ROLLERS,
ROOT PULPERS.



4½ H.P. ENGINE.

EMPIRE CREAM SEPARATORS.

"THEY GET ALL THE CREAM."

GET OUR AGENCY FOR 1906. WRITE US TO-DAY.

ONTARIO WIND, ENGINE AND PUMP CO., LTD.,

83-91 Chambers St., WINNIPEG.

A Neat Brochure.

Our thanks are due the Oliver Chilled Plow works, of South Bend, Ind., for a copy of an exceedingly neat little brochure which has just reached our desk. This contains many fine illustrations of their various styles of plows, to the manufacture of which the company devote their entire attention, as well as many excellent field scenes at home and abroad showing the Oliver soil turners in actual operation. With the exception of Western Canada the productions of this firm have a reputation throughout the countries of the civilized world. They have devoted no attention to the trade in this country. but with conditions such as they are. and with the rapid increase in the farming population of the West, it is altogether likely that the day is not far distant when the Oliver people will take a hand in the game and compete for a share of the plow business in this territory.

The Harrison Wagon Scale.

The Norris Implement Co., of this city, have secured the agency for the J. R. Harrison Wagon Scale, which is manufactured by the Hart Grain Weigher Co., of Peoria, Ill. This scale can be easily and readily attached to any farm wagon no matter whether it be long or short. It is made of malleable iron or steel. All pivots are of case hardened steel, do not rest on the bearings while on the road, and are always sharp, therefore weighing correctly. When it is not in use it can be quickly and easily packed into a little box underneath the body of the wagon, so that when the wagon is on the road there is nothing to rattle or lose off. Further information regarding this scale will be cheerfully furnished by the Norris Implement Co. When writing them we would thank you if you should mention Canadian Farm Implements.

Bissell's Catalogue for 1906.

It is our pleasure to announce to the trade that T. E. Bissell, of Elora, Ont., manufacturer of the popular disk harrows and land rollers bearing his name, has just issued a very complete and up-to-date catalogue for 1906, dealing with the merits of these implements. It is also our pleasure to state that copies of this pamphlet may be secured upon application to Joseph Maw & Co., of this city, who handle this line for Western Canada. This catalogue is exceedingly natty in appearance, the cover being of heavy blue paper lettered in gold. Inside a nice quality of surface paper is used, and the different halftones of the various sizes of harrows and land rollers are well brought out. When writing for a copy of this little work we would greatly esteem it if you should mention Canadian Farm Implements.

Automobile Records Smashed.

At Ormond Beach, Florida, during the automobile race meet held their in January, several world's records were effectually smashed. Notable among these was the one mile open event. This was won by an American steam car, the Stanley, driven by Fred H. Marriott, of Boston, Mass., which covered the distance in 28 1-5 seconds, or at a speed equal to 127.65 miles per hour.

The 100 mile race went to an Englishman, Walter Clifford Earp, in an 80 h. p. six cylinder Napier car, after one of the gamest rides in the history of automobile racing. His time for the distance was 1 hour, 15 minutes, and 40 2-5 seconds; an average of 45.4 seconds to the mile, and 79.5 miles to the hour. The last 63 miles Earp covered on three tires and a rim. After covering the first thirty-seven miles his right hind tire blew up. He immediately stopped and tore away the loose pieces of the tire in order to have a clean rim. This cost him five minutes during which time three other cars passed him. The leader of these three was a 110 h.p. Fiat, driven by Emanuel Cedrino, of Italy. At the fifty-eight mile post Earp had caught and passed two of his opponents, but Cedrino had over six minutes of a lead. Shortly after passing this point the latter had trouble with his tires, and was delayed seven minutes while replacing them with new ones. In the meantime he was passed by Earp, who succeeded in maintaining his lead to the finish.

Cream Separator Education.

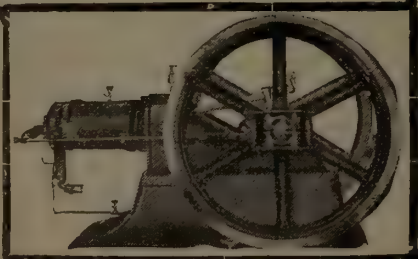
It is utterly impossible to obtain the best results in connection with the use of the cream separator unless the work is attended by absolute cleanliness. Nothing is more futile than an endeavor to make the separator pay under opposite conditions. The following suggestions recently issued by the United States Department of Agriculture will enable all members of the trade to fully recognize the necessity for vigilance in this direction, and they will do well to bring these pertinent points to the attention of their customers who are prone to overlook this matter. The results will be beneficial to both. The Department says :

"If the mechanical care of a separator is important as affecting its durability, the sanitary care of the machine is doubly so as affecting the purity of the produce which passes through it. Milk—one of the best and purest of human foods—is one of the quickest to become unfit for food if it is not kept clean and handled in clean vessels. While the purchaser of a separator has been again impressed with the idea that it must be kept in perfect order, the

THE SIMPLICITY
GAS and GASOLINE
ENGINES

Every Dealer should get our Agency Proposition before contracting.

They are demanded by every Farmer who has an opportunity to examine them in operation



MANUFACTURED BY
Western Malleable & Grey Iron Mfg. Co.
Milwaukee Wisconsin.
FOR
Joseph Maw & Co., Limited,
Winnipeg, Canada.

MR. DEALER,

We want you to know that the

'UNEEDA'

gives you the greatest profits of any farm implement on the market.

OUR TERMS ARE THE MOST LIBERAL.

The "UNEEDA" has best selling points. Its qualities and it's actual performance are the best proof of that. The Ten Year's Guarantee with each Machine is another good proof.

Write for Catalogue and Terms:—

The National Manufacturing Co., Ltd.
PEMBROKE, ONTARIO.

WESTERN BRANCH: 151 Bannatyne St, East, WINNIPEG

Western Distributing Points:
UNEEDA SUPPLY CO. CALGARY.
T. J. TRAPP & CO., NEW WESTMINSTER, B.C.

same agent has told him that the parts which come in contact with the milk did not need to be washed oftener than once a day and that the cream could be delivered once a week.

"It is right here that the advantage of the hand separator to the farmer may turn to naught unless cleanliness, which is so essential to purity of product and to profit in the business, is thoroughly impressed upon the user. It is not enough to rinse the machine out with a little warm water and let it stand until next time, for the slime and solid particles of unclean matter in the milk that are caught and held in the bowl are just at the right temperature to decay, and an evil smell soon develops. The machine must be well washed after every separation of milk. There are some things about washing vessels that come in contact with milk that the average housewife needs to learn.

"The dish cloth, as found in the average kitchen, should never be used on dairy utensils. It is the exception where one will be found to smell sweetly an hour after it has been used; and yet milk utensils are often washed with it and wiped with a towel that has done duty on all of the china and glassware of the household, and possibly the pots and kettles, before the tinware of the separator is touched. Discard the dish cloth and the dish towel while the milk utensils are being washed. Wash them in warm water first, with plenty of some washing compound, and use a brush to do the work, and never a rag. Get into every part of them, after which rinse off with clean, warm water, and then either put them in boiling water or pour boiling water over them. The hot surface will dry them quickly, and they will be clean. Leave the parts in a sunshiny place if possible. This may seem to be putting too much stress on the case, but evidence gathered in the field shows the need of some vigorous words along this line. The outside of the frame which does not come in direct contact with the milk, also needs scrupulous care. Cases have been noted where the color of the machine could scarcely be distinguished because of the grease and dirt or dried milk covering the paint. Pure cream could hardly be expected to come from such a place. It is pleasant to know that at more than three-fourths of the farms visited the separators were well kept and the people were trying to do the best they knew how. There was, however a great lack of knowledge."

Fire will not Affect Frost and Wood Co's. Trade.

We are glad to announce to the implement dealers of Western Canada that, despite a serious fire at their immense plant in Smith's Falls, Ont., the Frost & Wood Co. will be in a most satisfactory position to look after the coming season's trade. The fire is supposed to have originated in the vicinity of the dry kilns about 3 o'clock in the morning of February 8th, and before it was finally subdued had succeeded in consuming the big machine shop, with all its costly equipment, the carpenter shop with its entire contents, the paint shop with all its inflammable material, and the plow shop. The blacksmith shop was also considerably damaged but it has already been repaired and is in satisfactory working order. For a time it looked as though the large moulding shop, together with the pattern building, and the big storage warehouse of the company would also be wiped out, but owing to the excellent water pressure and herculean efforts on the part of the firemen these were entirely saved. The latter structure was filled from the basement to the roof with finished products of the factory for this season's trade. The saving of this building, together with the large stocks the company have at their various distributing points, will enable them to fully look after 1906 requirements. While the firm will be considerably hampered in connection with manufacturing for the present, they are very far from being out of business, or incapable of supplying machines to fill their orders. Work has already been commenced clearing the debris and the company are completing preparations for the reconstruction of the destroyed buildings on a much larger and more extensive scale. In the meantime they are erecting temporary quarters and in this way will be able to more satisfactorily look after their ever-increasing trade throughout the entire Dominion.

The whole factory was well covered by insurance, but as yet no announcement has been made concerning the total amount of loss sustained. About three hundred men will be out of work for a short time. The Frost & Wood Co. was established as a private business in the year 1839, and is, therefore, one of the oldest manufacturing concerns in Canada.

SATISFACTION

TO THE FARMER

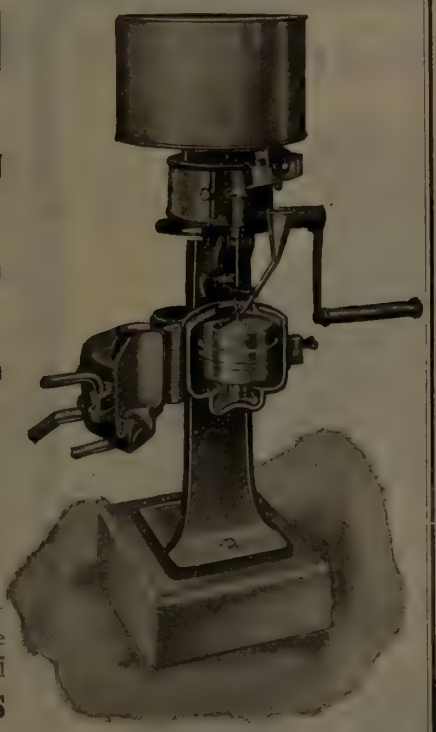
MEANS SATISFACTION

TO THE DEALER

MELOTTE

CREAM SPEARATORS

SATISFY BOTH PARTIES



INVESTIGATE their merits thoroughly and you'll readily see why it will pay you to sell MELOTTE MACHINES

Write us to-day and we will forward complete information

Melotte Cream Separator Co., Ltd.,

124 Princess Street, WINNIPEG

DE LAVAL

SEPARATORS

De Laval Separators are universally recognised as the Standard of Excellence in Cream Separators.

No legitimate dealer can afford to put out among his customers a so-called "cheap" separator. It is only cheap from the stand-point of manufacturing cost, and being a continual source of annoyance to the user, creates a prejudice against the dealer's other lines.

The DE LAVAL SEPARATOR CO.

14 and 16 PRINCESS ST., WINNIPEG

Montreal, Toronto, New York, Chicago, Philadelphia, San Francisco

Brandon.

The Massey Harris Co.'s new warehouse, 50 by 200 feet, is now in course of erection, and will be ready to receive spring goods.

Mr. E. J. McKee, traveller for the Sawyer-Massey Co., of Winnipeg, was in Brandon a short time ago in the interests of his firm.

Mr. James Graham, the energetic warehouse salesman for the Sylvester Manufacturing Co., has been confined to his home for the past four weeks owing to illness.

Mr. J. R. Sproule, traveller for the Canadian Division of the American Seeding Machine Co., with headquarters here, took in the Winnipeg Bonspiel.

Mr. Samuel Percival, western representative of the Perrin Plow Co., of Smith's Falls, Ont., is at present in this district pushing trade for his company. He reports excellent success.

Mr. W. J. Stark, warehouseman for the Massey Harris Co. here, has been confined to his bed with pneumonia for some time. He is reported to be showing considerable signs of improvement, and we sincerely trust that such is the case.

Smith, Inglis & Co., McLeod & Hanley, and James Shirriff have each secured warehouse building sites on the C.P.R siding on Pacific Avenue. It is the intention of these different concerns to erect new warehouses in the near future.

Mr. John Naismith, traveller for the Cockshutt Plow Co., with headquarters here, has just returned from a visit to the company's plant at Brantford, Ont. He reports his company working overtime to complete orders for the spring trade.

Mr. W. H. Grant, who was in the employ of Mr. James Shirriff for a number of years, has accepted a position with the Threshers' Supply Co., of Winnipeg, as traveller for them in the West. His headquarters will be at Regina.

Mr. Breen, traveller for Nichols & Shepherd Co., was here about the first of the month for a day or so. While in the city he contracted with the firm of Smith & Inglis to handle the Red River Special goods during 1906.

Mr. Thos. Bell, manager of the Robert Bell Engine & Thresher Co., of Winnipeg, was in Brandon during the closing days of January, settling up 1905 business with his agent here. He reports a very satisfactory trade last season.

Mr. W. R. McCracken, formerly of Ottawa, Ont., and the Eastern Townships, Quebec, and recently traveller for the Dow Wadge Implement Co., of Winnipeg, has accepted a position as traveller for Mr. James Shirriff.

The following implement and machinery dealers of this city were in Winnipeg during the Bonspiel: G. H. Smith, A. B. McLeod, D. Shirriff, James Shirriff and John Inglis. They all report a very pleasant time.

Mr. W. A. Cameron, local manager for the Massey Harris Co., was in Winnipeg attending the Bonspiel. He is a crack curler, and president of the Brandon Curling Club. His rink had the honor of winning the Grand Challenge at the Brandon 'Spiel.

Manager Clark has already commenced work on the Fair prize list for 1906. He is bound to make it bigger and better than ever. The C.P.R. Land Department has contributed $100.00, the city banks promise their usual cash donations, and the Lake of the Woods Milling Co. will give a cash contribution as a special premium. Everything looks No. 1 for another successful show.

Mr. H. J. McNeill, of the implement firm of McKellar & McNeill, of this city, is at present in South Dakota in the interests of his new device for the adjustment of separators. He sold the rights for Minnesota and North Dakota to W. S. Graham, of Fargo, and J. C. Foster, of Hope, N.D. The purchase price could not be learned.

The Brandon Machine Works held their annual meeting on Jan. 26th. There was a full attendance of shareholders, and many matters of paramount interest to the firm were brought forth and thoroughly discussed. The company will hold another meeting at an early date when the various reports presented will be ratified. These were not adopted at the annual meeting owing to the lateness of the hour when the meeting adjourned. Everything was reported in the most satisfactory condition.

Mr. George Hinchley, agent for the Waterloo Manufacturing Co., at Regina, Sask., was in Brandon for a few days a short time ago, and while here paid your correspondent a visit. We were at a loss to know the reason of the continual smile that adorned the genial George's physiognomy, but surmised that he had secured some information that would land him the sale of a full threshing outfit. Imagine our surprise when we later found that he had just joined the matrimonial

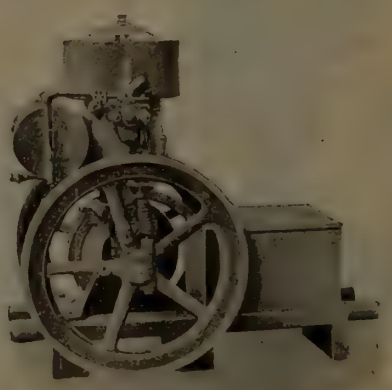
THE MANITOBA LINE

THE "MANITOBA"
is the most scientifically designed Mill the world has yet produced. Specially constructed to meet Western Requirements

FOR

PROFIT
PROGRESS
PERFECTION

It will pay you to get our Proposition before Contracting for 1906



The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

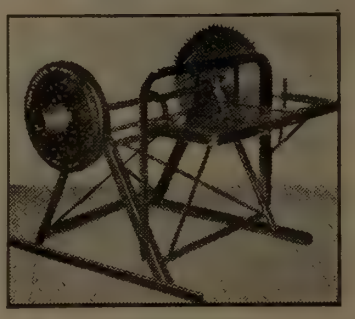
The Famous "MANITOBA" Pumps known and recognised throughout the West as the "Standard of Excellence."

WE PROTECT THE TRADE

We manufacture the Daisy Hayes double cylinder force pump in black and galvanized.

We are located in the West. Prompt Delivery. Cheap and Quick Repairs.

WRITE FOR CATALOGUES



"MANITOBA"
Steel Frame Saw. Absolutely all Steel.

The Manitoba Windmill and Pump Co., Ltd.

Box 301. BRANDON, Man, Manufacturers.

LLOYD'S

HANDY WAGON SEAT.

The most comfortable Wagon Seat on the market.

It is cheaper, lighter, handier easier riding, more durable, and warmer than any other.

Just the Seat for stockracks, sleigh and wagon boxes, and for driving and sleighing parties.

For price and particulars address:

B. F. LLOYD,
Box 48. WAWANESA, MAN.

ranks. Congratulations are in order, George. May your troubles be little ones.

Mr. Manson Campbell, President and Manager of the Manson Campbell Co., Chatham, Ont., was in the city for a day or two a short time ago, visiting the local branch of his company at this point. He was on his way through to the coast on a business trip. Mr. Campbell was extremely satisfied with the business his firm is getting in the West and the prospects for continued development.

The Frost & Wood Co. have decided to considerably increase their capacity at this point. For this purpose it is their intention to erect a large warehouse here during the coming spring. This building will be placed on the west side of 12th Street, close to the Langham Hotel, and will cover a space of 50 by 100 feet. It will consist of two storeys and will be constructed of brick.

The Ever-Ready Fire Extinguisher Co., of Brandon, held their first general meeting a short time ago. The Board of Directors was elected and a general discussion of the affairs of the company took place. It is the intention of the company to make the extinguisher here under the direction of the inventor Mr. C. Brent, who was recently granted a patent for his invention, which is said to embody the latest and most scientific ideas in connection with fire fighting appliances. The following officials were elected: Chas. Brent, president; T. B. Andrews, vice-president; E. G. Wiswell, secretary-treasurer; W. Clendenning, George Thomas, and Jos. McComb, directors. An office has been opened in Mallet's Block, Rosser Avenue.

Regina.

Grant & Sons are opening up in the implement business at Walsh, Sask.

Mr. Chas. Artis is retiring from the implement business at Craik, Sask.

Mutch & Hewitson, implement dealers at Lumsden, Sask., have sold out.

Mr. W. Ainsley is closing out his implement business at Drinkwater, Sask.

Mr. R. Morrison, implement dealer at Sasktoon, Sask., was in the city for a few days recently, as also was Mr. J. Stevens of the same place.

Messrs. Reid Bros., of this city, are arranging to build a number of their engine gangs for spring trade. A number of these plows were built here last season.

Mr. A. E. McKinstry, Canadian sales manager for the International Harvester Co., with headquarters in Chicago, visited the local branch of the company a short time ago. Mr. W. P. Wells, the local manager has just returned from a trip to the Windy City.

The Gaar-Scott Co., manufacturers of threshing machinery, with headquarters at Richmond, Ind., and several branches in the West, have decided to erect a large warehouse at this point. For this purpose they recently secured a suitable site on the Prince Albert track, near the flour mills.

The International Harvester Co. recently asked the City Council for a warehouse site on Dewdney Street, close to the power house, on which they purpose erecting a large and commodious warehouse, suitable to the requirements of their trade in Saskatchewan. The Council agreed to grant the company's request, and the structure, which will be thoroughly modern and up-to-date, will be commenced in the spring.

Mr. F. Knight, traveller for the Haney Co., of Montreal, Que., harness maufacturers, recently distributed a carload of harness among several implement concerns in this territory.

Mr. Joseph Glenn, the well known implement dealer of Indian Head, who recently sold out to E. L. McVicar & Co., was in the city for a few days a short time ago, on his way home from a trip to the Pacific Coast.

Mr. D. J. Taylor, who has been appointed to the position of Manager for the Cockshutt Plow Co., in Saskatchewan, with headquarters in this city, arrived in town a few days ago. The company's new building has just been completed and is a decided credit to their energy and enterprise.

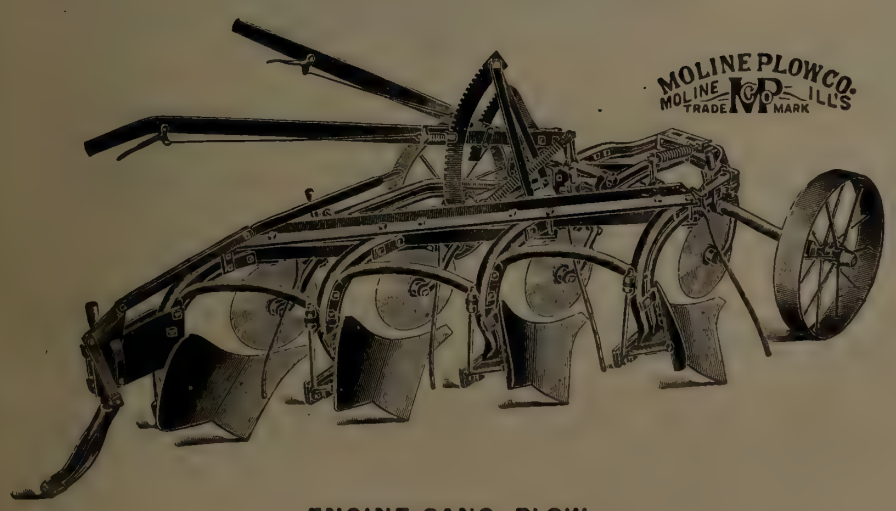
Mr. J. Miller has severed his connection with the implement firm of R. E. Mickleborough, of this city. It is his intention to engage in the real estate business. Mr. Miller is one of the old timers in the implement trade and we wish him all success in his new sphere.

Pretty, Barshell & McFarlane is the name of a new concern that recently commenced in the implement

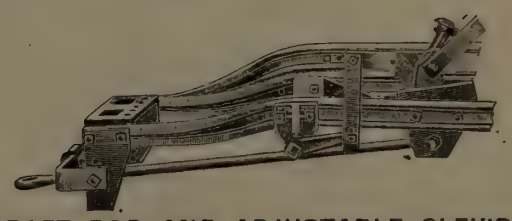
THE "FLYING DUTCHMAN" LINE

IS THE

PROOF OF SUCCESS AND PROGRESS



ENGINE-GANG PLOW



DRAFT ROD AND ADJUSTABLE CLEVIS

NEW COIL SPRING HITCH.

FAMOUS MOLINE IMPLEMENTS
GENUINE T. G. MANDT WAGONS
DURANT-DORT CARRIAGES AND VEHICLES
SUCCESS GRAIN DRILLS
STOVER FEED CRUSHERS

It will be a pleasure to Send You Catalogues, Quote You Prices, or have Our Traveller Call on You.

CANADIAN MOLINE PLOW CO., WINNIPEG.

business at Weyburn, Sask. They will handle the Fairchild Co's. goods. Their new warehouse, which has just been completed, is said to be one of the largest and best appointed on the Soo Line.

Mr. A. R. Fleming, one of this city's foremost contractors, is at present erecting three new warehouses for the Massey Harris Co., at Fillmore, Wapella, and Strassburg. The company's organization is very complete in Saskatchewan, embracing over one hundred agencies.

The National Manure Spreader.

A short time ago we received a very complete catalogue from the Canadian Moline Plow Co., dealing with the National Manure Spreader, for which they are exclusive agents in this territory. This machine is manufactured by the makers of the popular Mandt wagon, also handled by the Moline people. It is said to be the lightest running machine of the kind, and those interested in it claim that it is the first and only spreader to use high class roller bearings. The catalogue contains a vast amount of information regarding the construction of this machine, and shows many excellent cuts of sectional parts, which serve to bring to the attention of readers many important points that would otherwise be entirely overlooked. If you desire to secure further information regarding this machine write the company and they will forward full particulars as well as a copy of this catalogue. When writing do us a favor and mention Canadian Farm Implements.

An Up-to-Date Volume.

"Bigger, better, more up-to-date, and a wonderful help to implement, machinery, and vehicle dealers of the United States." That is our opinion of the Buyer's Guide, a complimentary copy of which we have just received from Farm Implement News, of Chicago, Ill. This is the sixteenth annual volume of this kind that the company have issued, and each edition is a marked improvement on that of the previous year. Conscientious efforts is made by the publishers to thoroughly revise the work each year. We sincerely congratulate the company on their achievement in giving to the trade of the United States such a comprehensive and complete trade index, and cordially thank them for remembering us in connection with their distribution of complimentary copies.

TWO SEED SPECIALS

NECESSARY FOR BEST RESULTS

THE ACME GRAIN PICKLER

SUPERIOR TO ALL OTHERS

The only Machine that thoroughly Pickles the Grain and is proof against destruction from the Blue Stone Solution.

Three-quarters of this year's output already sold.

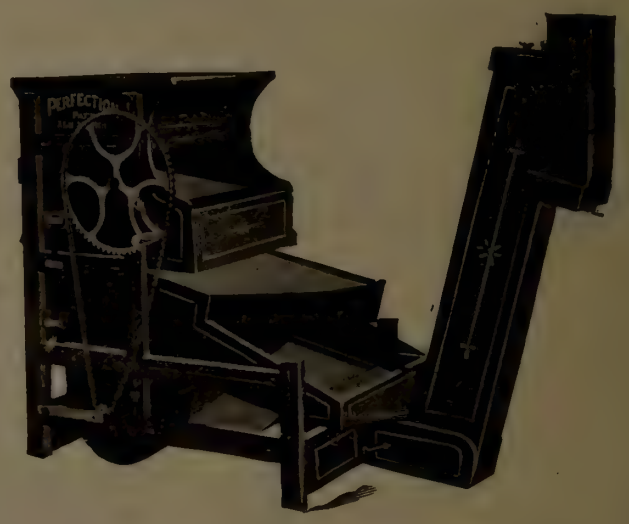
Dealers that have not yet ordered should order at once from

A. E. McKENZIE & CO., BRANDON,

WHOLESALE SELLING AGENTS.

The Perfection Fanning Mill

UNEQUALED BY ANY OTHER



IN SEPARATING AND CLEANING GRAIN.

Price, complete with Bagger, $30 cash, F.O.B. Brandon

SPECIAL DISCOUNT TO DEALERS.

WE ALSO MAKE A FULL LINE OF

WELL-BORING MACHINERY

—— AND ——

GASOLINE ENGINES.

The Brandon Machine Works Co., Ltd.,

Manufacturers,

BRANDON, MAN.

Personals

Mr. D. D. Thompson, a prominent implement dealer at Elva, Man has taken a position with The Cockshutt Plow Co. as general traveller with head quarters at Regina.

Mr. D. J. Taylor, who has been connected with the Cockshutt Plow Co., in the West for many years, has been appointed manager for the Regina branch, and is thoroughly well know to the implement trade. This concern contemplate opening one or two more Western branches at important distributing points in the near future and will keep pace with the rapid development now taking place in Western Canada. Mr. E. A. Mott as general Western Manager will have supervision of all branches.

In order to keep pace with the expansion of their business and the ever increasing demand for the Cockshutt implements throughout Western Canada, The Cockshutt Plow Co. recently undertook the erection of a large warehouse building at Regina. This building has just been completed and stock is now being received in large quantities for the opening of the season's trade. The building is situated at the corner of Albert and West Railway Sts., and is conveniently located for track facilities and is close to the business centre of the city. The present building is fifty feet by one hundred and ten feet, two stories and basement. The company will be able to handle all sorting orders expeditiously from Regina for points in Western Saskatchewan, and will be able to keep closely in touch with the requirements of the trade in that part of the territory.

Mr. W. J. May, formerly agent for The Cockshutt Plow Co. at Portage La Prairie, is now in charge of the Company's local retail business at Winnipeg, and is also acting as general floor salesman. Billy's genial smile will always afford a hearty welcome to the boys in the trade whenever thay visit the Cockshutt showrooms.

Mr. H. P. Hansen, of the local staff of the Ontario Wind Engine & Pump Co., recently left for Chicago, en route to Bloomfield, N. J., where the great manufacturing plant of the Empire Cream Separator Co., is located. Each year the agents of the company make an annual trip of this kind in order to keep in touch with all that is new in connection with this separator.

The Balfour Implement Co. held their annual meeting on February 6th, there being a large attendance of shareholders present. The annual report showed a very satisfactory state of affairs. All the previous officers were elected for the ensuing year. Speaking of the outlook for the coming season, Mr. J. D. Balfour, manager, stated that it was the brightest in the history of the company.

Mr. J. W. MacDonald, who for many years conducted a general implement business at Emerson, Man., has recently taken charge of the Cockshutt Plow Co's. agency at Portage La Prairie, Man. Mr. MacDonald is one of the best known and most popular implement dealers in the West, and his many friends will be glad to learn of his appointment to the management of one of the most important agencies of the Cockshutt Plow Co., in Manitoba.

Mr. J. W. Ackland, of the firm of D. Ackland & Sons, of this city, has just returned from a trip to the South, where he made a connection for Mississippi and Tennessee hard woods. This concern manufacture wheels, hubs, spokes, rims, shafts, poles, runners, plow-handles, axles, bolsters, double-trees, and many other lines, as well as dealing in all kinds of lumber.

Mr. G. M. Durkee, manager of the Minnesota Moline Plow Co., spent a few days in the city during the Bonspiel. Like Mr. Buggie, Mr. Durkee needs no introduction to the trade, as he was his successor to the managership of the Canadian Moline Plow Co., and the predecessor of the present manager, Mr. O. P. Kobb. He considers Winnipeg one of the most progressive cities on the continent, and feels that the West is but yet in its infancy as far as its development is concerned. The fine new warehouse of the Canadian Moline Plow Co. was also a source of great gratification to him, and he was indeed well pleased to see that the company so fully realized the needs of the Western trade. While here, both Mr. Durkee and Mr. Buggie spent considerable time renewing old acquaintances, and visiting former friends.

Cockshutt Plow Company' First Special Train.

A special train consisting of forty-two cars, blazoned with neat and attractive banners bearing the name of the Cockshutt Plow Co., and entirely loaded with plows and drills from the factory of the company at Brantford, Ont., passed through Winnipeg on the morning of February 22nd. This is the first of a series of six similar shipments which this concern are making into Western Canada in order to meet the requirements of their spring trade. This consignment was brought over the lines of the C. P. R., daylight runs beimg made throughout the entire journey. The special went through solid as far as Regina, from which point it will be distributed to the company's customers in the provinces of Saskatchewan and Alberta. At Winnipeg the train was met by Mr. E. A. Mott, the Western Manager of the firm, and a number of photographs were secured. The Cockshutt Co., are to be congratulated for their enterprise in thus so prominently bringing to notice of the general public their immense trade in this territo ry. We will have something to say regarding this and following shipments at a later date.

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

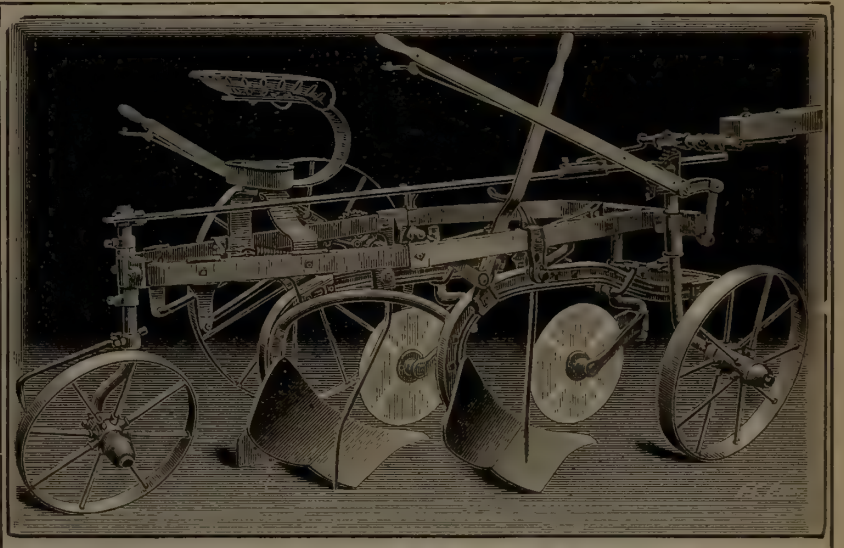
Our illustrated Catalogue will tell you all.

Yours for the asking.

Your attention is called to
NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

THE Frost & Wood Company LIMITED General Agents,

WINNIPEG - - REGINA - - CALGARY

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

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This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President.

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A. S. CORE - Representative.

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WINNIPEG, MAN., FEBRUARY, 1906

Personals

Mr. H. Bickle has commenced in the harness business at Gladstone, Man.

Mr. James Gunn, has opened up a shop for making of wagons at Glen Ewen, Sask.

Mr. John H. Glass, implement dealer at Oak Lake, Man., has succeeded Mr. M. McLean.

Mr. J. Toews is the name of a new beginner in the implement business at Steinbach, Man.

Mr. James Duff has purchased the implement business of Mr. Wm. Ainsley, at Drinkwater, Sask.

Mr. George Thompson, implement dealer at Indian Head, has sold his business to Mr. J. Sharpe.

Mr. A. H. Ellis, the popular trade pusher for Joseph Maw & Co., spent Bonspiel week in the city.

A new dealer has commenced in the implement business at Innisfail, Alta. His name is R. C. Speer, and we have much pleasure in wishing him all success.

Mr. G. A. Cunningham, the well-known implement dealer at Carman, Man., has been succeeded by Mr. J. H. Woods. We have much pleasure in welcoming Mr. Woods into the fold.

Mooney & Irwin is the name of a new company that has just commenced in the harness business at Cartwright, Man.

Robertson Bros., implement dealers at Vegreville, Alta., have dissolved partnership. Further particulars regarding who is to continue, etc., have not yet been learned.

Mr. David Shirriff, agent for the Cockshutt Plow Co., at Brandon, was in the city for a couple of days during Bonspiel, and while here gave us a call which we thoroughly enjoyed.

The firm of H. R. Foulger & Co., dealers in farm implements at Lacombe, Alta., has made application to have the name of the concern changed to that of A. Urquhart & Co., Ltd.

Mr. Walter Chisholm, has just commenced in the implement business at Bradwardine, Man. Nothing pleases us better than to hear of new dealers getting into the business. Success, Mr. Chisholm.

Mr. H. Heatherington has succeeded to the implement business of Mr. W. W. Robertson, at Cartwright, Man. It is our wish the Mr. Heatherington will meet with every success in his new sphere.

Mr. R. Hunt, Mr. T. A. Myles, Mr. J. B. Cosgrove, Mr. D. H. Watson, Mr. M. P. Roblin, and Mr. G. H. Nesbitt, all travellers for the Balfour Implement Co., spent Bonspiel week in the city, and had a most enjoyable time.

A shipment of "New-Way" Air-Cooled Gasoline Engines has just come to hand for the Cooper Gasoline Engine Co., and were all shippeg out the same day as received Their agents are finding this line a good seller.

During the Bonspiel we had the pleasure of receiving a visit from Mr. J. Kidd, of Kidd & Clement, implement dealers at Wapella, Sask. Mr. Kidd reported a first-class trade during the past year, but looks for increased orders during the coming season.

Mr. G. E. Patten, blockman for the International Harvestor Co., with headquarters in the city, paid us a visit during the early part of the month. It was his first call and we trust that he will become a more frequent visitor in future. As we have repeatedly stated we are always pleased to have those connected with the trade come in and see us.

O. P. Robb.

It will come as a decided surprise to the trade generally to learn that the subject of our illustration, Mr. O. P. Robb, who for the past two years has been manager of the Canadian Moline Plow Co., of this city, has been transferred to Kansas City, Mo., where he will assume the position of assistant manager of the Kansas Moline Plow Co., which we believe is the largest of the various branches of the Moline Co. Mr. Robb has been engaged in the implement business for the past ten years, five of which he has spent in our midst in the service of the Canadian Moline Co. Few men have left the city after a residence of this time leaving behind more sincere friends and well-wishers than did Brother Robb when he boarded the train going South on the 22nd inst.

We understand that Mr. J. J. Buggie, manager of the Missouri Moline Plow Co., at St Louis, Mo., and the first manager of the Canadian Moline Plow Co., of this city, is to succeed Mr. Robb here.

Mr. W. J. Verity, president and manager of the Verity Plow Co., Brantford, Ont., was in the city for a few days during the latter part of January visiting the Massey Harris Co. He was on his way to Australia and the Fiji Islands in the interest of his firm.

The Cooper Gasoline Engine Co. have just completed the installation of a 35 h.-p. gas engine for the Bell Telephone Co., in their Winnipeg Exchange. This is the largest engine in the city operating on city gas and is used to operate a dynamo to charge their storage batteries.

Mr. Charles Whitlam, the well-known implement dealer of Morden, Man., has sold out his business and retired.

The implement firm of Rennie & Scott, at Morden, Man., has sold out. The partners will in future entirely devote their attention to the grain business.

Mr. R. MacKenzie, of the firm of MacKenzie, Benson & Co. implement dealers at Strathcona, Alta., also took advantage of the Edmonton civic excursion to visit the city at the end of January.

Mr. C. S. Heckles has succeeded to the implement agency of the Massey Harris Co., at Morden, Man., replacing Mr. Robert Falconer, who was forced to retire owing to ill health. Mr. Falconer has just returned from an extended trip to the Coast, and we are glad to report that he is feeling much better.

Mr. Thos. Bellamy, president of the Bellamy Implement Co., of Edmonton, was in the city with the civic excursion from Alberta's capital during the latter part of January. While here he paid us a visit and it was thoroughly appreciated. He reported an excellent business in farm implements and vehicles during 1905 throughout the country surrounding Edmonton, and expects a greatly increased trade during the coming season.

Mr. Joseph Maw, president of Joseph Maw & Co., has just returned to the city from Chicago, where he was in attendance at the great automobile show held there during the first week in February. He informed us that many regard the Windy City event as the leading show of the kind in the world, not even excepting the New York annual affair. Mr. Maw purchased a large number of new styles in autos for the coming season's trade, as well as making a large selection of autoists' requisites.

Mr. J. R. Norris, manager of the Norris Implement Co., has just returned from a ten days' visit to the South where he was purchasing lumber and other materials for the manufacture of the well-known Norris Fosston wind stacker, and Canadian Monarch self feeder. This concern recently completed their catalogue for 1906, and it is now ready to mail to applicants. Drop a card today and get one, and you will undoubtedly find much in it to interest you.

D. J. Taylor.

We reproduce herewith an excellent likeness of Mr. D. J. Taylor, the well-known and popular sales manager of the Cockshutt Plow Co., of this city, who was recently appointed to the position of manager of the new branch which the company have opened at Regina. There are few members of the trade throughout the West who have not come in contact with the genial D. J., and know him for the whole-souled fellow he is. He has been connected with the Cockshutt Co., since 1893. For many years he travelled for them covering territory between Winnipeg and Victoria, B.C. He is fully acquainted with prevailing conditions in all sections of the country and there are few who more fully understand the needs of the West along the line of agricultural implements.

Mr. Taylor's connection with the implement business dates back to 1886, when he joined the staff of David Maxwell Co., in this territory shortly after coming from Ontario. Three years later in 1889 he accepted a position with the Patterson Brothers Co., as a general agent, remaining with them until he entered the employ of the Cockshutt Co., with whom he has since remained. Thus he has been in the implement business in this territory continuously for the past twenty years. He was born in Leeds County, Ontario. It is our sincere wish that Mr Taylor will continue to meet with the same measure of success in the future that has crowned his efforts in the past.

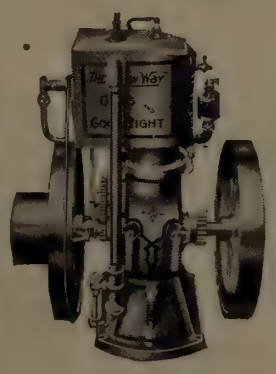
Mr. W. Scarlett, of the firm of Wortman & Ward, of London, Ont., manufacturers of grain grinders, feed mills, churns, washing machines, pumps, etc., was in the city on his way East a few days ago. Mr. Scarlett was just returning from a trip through to the Coast. On his way West he visited Regina, Calgary, Edmonton, and several other points. He firmly believes that all manufacturers in the East who are desirous of securing a share of the Western trade should pay periodical visits to this country in order to get in touch with the trade and find out just exactly the class of goods that are in demand. This was the object of his present trip. It is three years since he made his last visit and he expressed great surprise at the marvelous development of Winnipeg in that time. He frequently called on us while in the city, and all of his visits were thoroughly enjoyed.

During the past month we had the pleasure of a visit from Mr. Paul Arbenz, Secretary of the Dain Mfg. Co., of Ottumwa, Iowa. This concern are exclusive manufacturers of haying machinery, devoting their whole attention to this one particular line, and they are said to be the largest manufacturing company of this kind in the world. Mr. Arbenz was in the city in connection with the renewal of his firm's contract for another season with the Fairchild Co., who are their representatives in the West. He was delighted with the easily apparent progress Winnipeg has made since his last visit, which took place about eighteen months ago, and regards Western Canada as the country of the future. It is expected that Dain goods will be manufactured in Canada at no distant date. When such a state comes to pass the trade can rest assured that the same care and attention will be paid to their manufacture, both with regard to the raw material used and detail in construction, that has succeeded in building up their tremendous business across the line.

Alderman A. E May of Edmonton, Alta., was one of the most enthusiastic spirits that took in the Civic excursion run from that place to Winnipeg during the latter part of January, over the C. N. R. While in the city he gave us a call. He will be well remembered by many of the trade as the popular implement dealer of Carberry, Man., which point he left a little over three years ago to take up his residence in Edmonton. He regards the future of Alberta's capital as assured and is firmly convinced that its prospects are second to none on the continent. It is his belief, as well as that of all other Edmontonians, that their city will develope into a large distributing centre for all classes and lines of goods, and he contends that with the increasing construction of railway lines, it will be cheaper for manufacturers who desire to distribute throughout the far North-West, to erect warehouses at Edmonton and ship from there. The total volume of business done there last year was most satisfactory, and with the increasing influx of settlers right along, Mr. May's opinion is that the trade of 1906 will be the greatest in the history of Alberta's progressive capital.

Mr. W. R. Landon, manager of the Chatham Wagon Co., of Chatham, Ont., was in the city during Bonspiel, visiting his representatives in this territory, the H. F. Anderson Co., and incidentally taking in the various curling games. Chatham was ably represented by two rinks, but owing to the fact that her exponents of the "roarin' game" had no practice prior to leaving home they found it impossible to successfully compete with the Western cracks who have been at it since the end of November. However, the men from the East had a splendid time, and while Mr. Landon did not actually participate he was ever on hand with his genial smile, encouraging his men to do better, and he evidently made an excellent medium between them and the local press as a glance at the reports will show. A member of one of his home town rinks, it is understood, accused him of knowing more about a wagon than he did about a curling game, but his sarcasm was entirely lost when W. R. naively replied: "That's why I stick to the wagon business." He was perfectly satisfied with general conditions in the West, and looks for a greatly increased demand for Chatham wagons during the coming season.

The "NEW-WAY" Air-Cooled Gasoline Engine



Made in 3½ H.P. single cylinder, vertical engine, same as per cut, and also in 7 H.P. double-cylinder horizontal engine with opposed cylinders. The "NEW-WAY" is guaranteed to operate properly under all weather conditions and does away with all use of water. Every dealer knows the trouble gasoline engine users have with water cooled engines in winter. The jacket and tank have to be emptied every time after using and filled again before starting. Wouldn't it be easier to sell an engine that did away with all that work? One that was ready no matter what the weather was, and had no danger of breaking the cylinder. It's a good line to sell and we want good agents to handle them. Here is what one firm of dealers say:—

GRAND RAPIDS, MICH., SEPT. 1, 1905.

The "New-Way" Motor Company,
Gentlemen:

The demand for a good gasoline engine is now rapidly increasing and we find the "NEW-WAY" AIR-COOLED MOTOR which you manufacture fills the bill very nicely. It is our purpose to push the sale of this motor the coming fall and winter. Our sales so far have been very gratifyiug and without a doubt will be greatly increased. We have one engine on a well drilling outfit which is giving excellent satisfaction. Another one is in a factory and that is also giving good satisfaction. The balance of our engines are placed principally with farmers who are well pleased with them.

SCHANTZ BROS. & PALMER CO.

LET US HEAR FROM YOU REGARDING AN AGENCY.

COOPER GASOLINE ENGINE CO.

313 DONALD ST. WINNIPEG, MAN.

Mr. J. R. Frank, of the J. I. Case T. & M. Co., with headquarters at Minnedosa, Man., paid us a visit while in the city during Bonspiel. He reports a first-class trade during the past year.

The Norris Implement Co., of this city, have been appointed Western Canadian agents for the Hart Grain Weigher Co., of Peoria, Ill., manufacturers of the celebrated Perfection weighers and Glendale baggers It is the intention of the Norris Co. to carry a full stock of these goods constantly on hand, in order to be in a position to meet the ever-increasing demand for these articles.

Mr. W. Watson, of Morden, Man., was in the city during Bonspiel and gave us a call. He reports a fairly good winter trade, and was making purchases for spring delivery. Regarding the tour of the "Seed Selection Special" Mr. Watson stated that it had been the cause of stirring the farmers up to the necessity of having clean seed, with the result that he had been favored with an excellent trade in fanning mills, grain picklers, etc. This is good news.

Mr. A. B. McLeod, of the old-established and well-known implement firm of McLeod & Handley, of Brandon, Man., was in the city in the interests of his concern during Bonspiel, and while here came and gave us a call. In the course of a conversation he stated that 1905 was a good year for business and that the volume of trade was most satisfactory as far as his firm was concerned. He looks for a still better trade during 1906.

Mr. James Shirriff, manufacturers' agent at Brandon, Man., gave us a very pleasant visit while in the city during the closing days of Bonspiel. Mr. Shirriff informed us that considerable activity is at present taking place in connection with real estate in the Wheat City. This is largely due to the fact that sites on the C.P.R. siding on Pacific Avenue are at present being placed on the market. On this account several implement as well as other companies have made arrangements for desirable locations and will erect new warehouses during the coming season.

Messrs. W. G. Brown and A. W. Shaw, both well-known implement dealers at Minnedosa, Man., have formed a partnership and have decided to handle the Massey Harris Co., goods, as well as several others lines not made by that company. Mr. Brown has, for the past eight years, handled the Frost & Wood Co. goods while Mr. Shaw has represented the Massey Harris people for the past twenty years. During Bonspiel week Mr. Brown was in the city and while here gave us a call which was very much appreciated.

Mr. J. J. Buggie, manager of the Missouri Moline Plow Co., with headquarters in St. Louis, Mo., was in the city for a few days during Bonspiel. Mr. Buggie will be remembered by many in the trade as the first manager of the Canadian Moline Plow Co. He was exceedingly well pleased with the great development of Winnipeg, and for this city he cherishes many kindly thoughts. While here he visited the new warehouse and office building of the Canadian Moline Plow Co., which he considers one of the finest establishments of its kind on the continent.

David M. Thom, late general manager of the Noxon Mfg. Co., of Ingersoll, Ont., died at his residence in Watford, Ont., in the afternoon of January 25th, in his 54th year. He was one of the best known manufacturers of farm implements and machinery in the western portion of the province. Born in Forfar, Scotland, he came to Ontario in 1873, settling in Paris, Ont., where he joined the staff of David Maxwell. Nine years later he removed to Watford where he engaged in the manufacturing business on his own account, and this he carried on for twenty-four years. The last two years he has been associated with the Paris Plow Co., and the Noxon Mfg. Co. He leaves a widow and three sons to mourn his loss.

During the 'Spiel the management of the Canadian Moline Plow Co. had the pleasure of receiving a visit from Mr. J. D. Dort, President, and Mr. C.W. Nash, Vice-President of the Durant Dort Carriage Co., Sarnia, Ont., and of Flint, Mich. Accompanying them was Mr. A. G. Howse, who is their representative in Eastern Canada, with headquarters at the former point. They were looking over general conditions governing trade in the West and are well satisfied with the amount of business they have received from this territory. The handsome, commodious, up-to-date warehouse and office building of the company was a decided surprise to them, as was also the number of other fine large wholesale blocks of the city. They returned to the East more than ever convinced that the West offers great opportunities for development in their particular line.

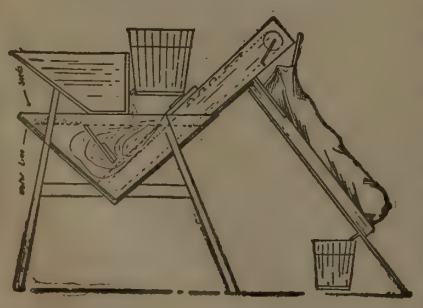
Mr. G. F. Williamson, manager of the Manitoba Windmill & Pump. Co., of Brandon, Man., was in the city for a couple of days a short time ago, having just returned from an extended visit to the East and South. While away he visited Minneapolis, St. Paul, Chicago, Kansas City, St. Louis, Columbus, O.; Buffalo, Toronto, and several others points. His trip which was for the purpose of purchasing new machinery for installation in the company's new factory at Brandon, resulted in his placing orders for four carloads of the most improved and modern foundry and windmill making machinery. Mr. Williamson also looked carefully into the merits of gasoline engines for threshing purposes and informed us that he had contracted with a well-known manufacturing firm for a supply of portable gasoline threshing engines, suitable for work in the West. He will make an announcement regarding this engine at a little later date. Mrs. Williamson accompanied him on his trip.

Another curler from the East well-known to the trade of the West, was Mr. Robert Gray, president and manager of the Robert Gray & Sons Co., manufacturers of high-grade carriages at Chatham, Ont. He skipped one of the rinks from that town, and while they did not succeed in getting "into the jewellery" the fault was entirely that of their opponents. Both Chatham rinks in attendance were neatly arrayed in handsome uniforms, and the "stanes" used by them were the gayest at the 'Spiel, being beautifully striped in several vivid colors. While here Mr. Gray went to Brandon and inspected the new warehouse of his company at that point. This has just been completed on Railroad Ave., and is a decided credit both to the management and the Wheat City. He was well pleased with prevalent conditions in this territory and feels confident that 1906 will be a most successful year as far as the carriage business is concerned.

M. W. H. Steele, Secretary-Treasurer of the Mount Forest Carriage Co., of Mount Forest, Ont., formerly the Palmerston Carriage Co., was in the city and West for almost a month commencing with January 15th. During his trip through the country he visited Banff, Calgary, Regina, Brandon, and many other points along the main line, as well as making several trips along branch lines. He was accompanied by Mrs. Steele, to whom the great development of this country was a revelation. Mr. Steele has visited the West annually for the past six or seven years, and makes it a point to keep thoroughly in touch with Western needs and requirements by making this annual visit. He reports an excellent demand for his firm's goods throughout the country and looks for greater results as the country developes and more settlers come in. He was the guest of Mr. A. C. McRae, his representative in the West, during his stay in the city.

The New Seed Grain Cleaner

THE IMMERSION PICKLER AND FLOATER



pickles the grain by immersion and floats out all light and defective grain, smut balls, wild oats and other noxious weed seeds. Both operations in one aud continuous. Takes the place of the Pickler and Fanning Mill and Bagger, and at about half the cost of the latter two. **A Money Maker for the Dealer. Agents Wanted, Liberal Terms.** See it at Bonspiel time. Apply:

J. A. COWAN

789 MAIN STREET, WINNIPEG

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

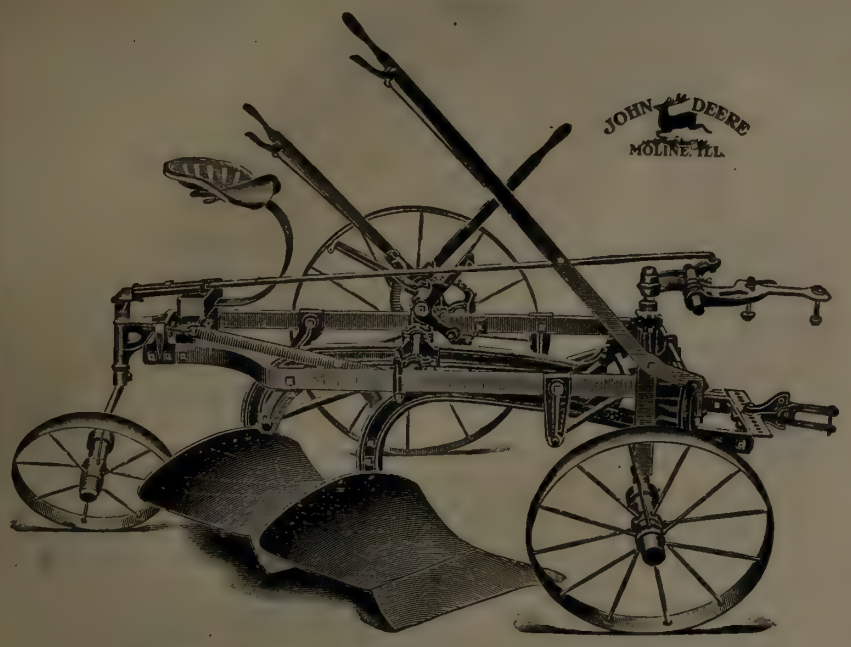
Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.



New Deere Foot-Lift Gang Plow.

KING OF ALL RIDING PLOWS.

Built with unequaled perfection of material, design and mechanical construction. Built for strength. Built for wear. Built for work. Made in sulky and gangs and furnished with bottoms to suit all territories and conditions of plowing.

KING OF ALL RIDING PLOWS

The John Deere Plows of to-day are as much better as might be expected from the improved material and improved facilities.

The progressive farmer in his desire to employ the highest and most advanced types of plow goods has patronized the

JOHN DEERE LINE

to such an extent that they are now making nearly one-third of all the high grade steel plows made in the United States, more than three times as many high grade steel plows as are made by any other factory, and more than made by any other five factories combined, the MOLINE PLOW WORKS of Deere & Company being the largest factory in the world devoted exclusively to the manufacture of this class of goods.

ARE YOU A PROGRESSIVE DEALER?

WRITE FOR CATALOGUE AND AGENCY TO

THE FAIRCHILD COMPANY, LIMITED, WINNIPEG

SUPERIOR

"THE NAME IS A GUARANTEE OF EXCELLENCE"

There's nothing "experimental" about the Superior Drill. It always satisfies the farmer, because it does his work the way he wants it done. Look at its strength. Superior Drills have many exclusive SUPERIOR labor-saving features.

SUPERIOR DRILLS are well named. The NAME tells a True Story.

SUPERIOR DISC HARROWS ON WHEELS give Agents a monoply on the best Harrow propos tion in the world. It is the only Harrow in the world that rides on its own wheels. Easy to manage as a road cart.

The Superior Northwest Single Disc "Closed Delivery" Zigzag Drill. The Drill that plants for Profit.

WRITE FOR CATALOGUE AND SPECIAL AGENCY TERMS.

AMERICAN SEEDING-MACHINE CO.

CANADIAN DIVISION, WINNIPEG, MANITOBA.

(Bryant Studio, Photo.)

MANITOBA TRAVELLING STAFF OF THE MASSEY-HARRIS COMPANY.

TOP ROW: (left to right) C. L. MERRITT, R. G. BASKERVILLE, G. F. BIRNEY, C. D. ELLWOOD, W. J. SANDERS.
SECOND ROW: H. BAKER, (*Chief Accountant*) A. E. COOK, GEO. CUMMING, S. F. PEARCE, P. C. FOSTER, A. C. FOUNTAIN, J. G. HASSOCK. (*Chief. Collections Debt*)
THIRD ROW: C. H. FOX, M. CAMERON, A. D. ELLIOTT, C. H. WHITAKER, (*Manager.*) J. R. HOOD, W. J. LANG,
FRONT ROW: A. SUTHERLAND, GEO. J. STEWART, R. S. BEAN, T. J. JAMIESON.

Massey Harris Company Dine Travelling Representatives.

To the travelling representatives and local management of the Massey Harris Co., Tuesday, February 13th, was an eventful and will be a long remembered day. The occasion was the gathering of the entire road staff at official headquarters at the invitation of the officers of the company, who decided that during Bonspeil would be a most opportune time to have the "boys" in for a day. It is needless to say that their kindness was highly appreciated, and as many fine exhibitions of the "roarin' game" took place during the morning of the 13th., those in attendance were in high glee.

At 2.30 p.m. resort was made to headquarters where a "Council of War" was held. Campaign methods of 1906 came under discussion, and many matters of general and particular interest to the company and those present were brought forward and freely commented upon. Much valuable and helpful information was imparted, which is bound to be of great assistance to those in the field during the coming year. In the evening the management entertained their guests to a theatre party at the Winnipeg, where the popular comic opera of "Dorcas" occupied the boards, and this was thoroughly enjoyed by all.

As a fitting climax to such a day an informal after theatre supper was given at Watson's Cafe on Portage Avenue. The arrangement of this affair was exceedingly novel, being on the principle of the progressive euchre party. There were five tables, one in the centre and the others across each corner of the room. As each course was finished four of the occupants at each table arose and moved to another table, and so on throughout the supper. In this way those present were brought more in contact one with another, and each had an excellent opportunity of chatting, for a little time at least, with the other, not to be had under the more customary method. As one of those present said, it was "a progressive arrangement, to progressive men, by a progressive company." After the many good things on a very original menu card (which will be found in another column), had been served and done ample justice to, the balance of the evening was devoted to a number of short addresses, interspersed with several excellent vocal and instrumental selections.

Mr. C. H. Whitaker, manager of the company, was the first speaker and in the course of a few brief remarks, stated that during his two years' connection with the Manitoba branch he had never called upon the members of the road staff in a case of emergency but they had efficiently, faithfully, and readily responded. He was extremely gratified at the large number present. It was a bright augury of future successes. Many obstacles come to the surface with each succeeding season, and it is only by united effort on the part of all those allied with the company that such are easily overcome. The Massey Harris Co., and all those connected with it, are exceeding proud of their business both at home and abroad.

THE MASSEY-HARRIS MENU.

(Under each dish we have added the interpretation in italics.)

LIST OF EXTRAS

FOR OVERHAULING AND REPAIRING

Massey-Harris Travellers

RELISHES:

Ball Bearings
Olives

Strengthening Braces
Celery

Slicer Discs
Sliced Tomatoes

Palate Cultivators
Pickled Walnuts

Single Discs, Soft Centre
Oysters on the Half-Shell

SOUP:

Forged Internal Gear Lubricator
Mock Turtle Soup

FISH:

Hook Plungers
Timbales of Smelts

Reel Beater Sauce
Anchovy Sauce

Ledger Plates
Parisenne Potatoes

ENTREE:

Floating Elevators
Salmi of Duck

No. 2 Discs
Saratoga Chips

Hind Spindle for Hay Tedder
Leg of Lamb

Financial Sauce
Mint Sauce

Pitman Balls
Snow Potatoes

Pole-Tree
Young Turkey Stuffed

Coupling Sauce
Cranberry Sauce

Compound of Rivets, Burrs and Canvas Tacks
Shrimp Salad

Diamond Harrow Teeth
Asparagus

"THE MASSEY-HARRIS 8-ft. CUT with Forecarriage"
Deep Apple Pie with Devonshire Cream

Transparent Machine Grease a la Mode
Jellies

Stoppers for Feed Runs
Macaroons

Frosted Cream Separator Extract
Ice Cream

Pointers for Surveyor
Lady Fingers

Sections, Sickle and Smooth
Assorted Cake

Truck
Fruit

Assorted Nuts
Bon-bons

Brine Tempered Thumb Nuts
Salted Almonds

Gag Dog for Mower and Jaw Breaker
Roquefort Cheese and Crackers

Black Japan
Coffee

Punches
Cigars

Many utterly fail to realize the importance or extent of their foreign trade, and in this way overlook the fact that the company is the leading exporters of farm implements and machinery in the Dominion of Canada. His relations with the travelling staff had always been of the most friendly nature, and he sincerely trusted that there would long be a continuity of such friendly feelings one for the other and each for all.

General Agent J. S. Jamieson followed. At one time Mr. J. was a canvasser for an educational institution. Later he, seeing the error of his ways, became connected with the Massey Harris Co. He was glad to say that he found it much easier to sell their goods than peddle education. Especially was this true in regard to second sales. When he went to see a man to whom he sold a batch of knowledge he always found it advisable to take along either a club or a friend, whereas on going to see a purchaser of Massey Harris goods he was received with open arms. He was extremely gratified at the hospitable manner in which they had been treated by the management, and hoped that this was but the forerunner of similar events of a like nature. He had often found that what was difficult for one man to accomplish was very easy for another. By getting the entire staff together the difficulties would receive discussion and in this way would be more easily overcome. With the firm's excellent organization and their ability and facilities for overcoming all obstacles the value of such gatherings will grow and increase from year to year.

Mr. J. G. Hossack, chief of the Collections Departments, considered such a meeting a most valuable innovation both to the company and the travelling representatives. It allowed for a full interchange of ideas, and for the voicing of many valuable suggestions. Frequently in the past, and doubtless in the future, members of the implement trade have been and will be maligned, but they have not and will not be deserving of it. Without them the farmers would find it very unprofitable to wrest from the soil the products upon which the people of the world are dependent for existence. He hoped the innovation of this year would grow into permanency.

Mr. G. J. Stewart, another member of the road staff, in a few words congratulated the management on their enterprise in getting up such an affair. He was exceeding glad to be present, and considered that if all general agents would continue their support of the management the progress of Massey Harris Co., business would register larger with each succeeding season.

The next speaker was Mr. W. H. Parr, Cashier of the company. In the course of an excellent little talk Mr. Parr showed that a man's personality, more than his methods

THE GREAT

WESTERN MANURE SPREADER

Is the Machine with the **ENDLESS APRON** and the **LIGHT DRAFT**

The **Endless Apron,** always ready to load and no weak parts to break or go wrong

Light in **Draft** because the **wheels track,** the load is **well-balanced** and there is no unnecessary machinery

Easily Operated (only two levers), and we guarantee our **Spreader** to work well and to be well made.

We issue a Special Catalogue describing this Machine, **FREE** for the asking.

Five sizes: 30, 40, 50, 70 and a 100 bus. Machine, made expressly for the Canadian North-West

We Manufacture a full line of

PLOWS, WAGONS, DISC AND DRAG HARROWS, ROLLERS, PACKERS, PNEUMATIC STRAW CUTTERS AND WHEELBARROWS

These lines make a paying Agency. Write for further particulars and catalogues to

THE WILKINSON PLOW CO., LTD.,

TORONTO, ONT., or

STEWART, NELSON CO., LTD., WINNIPEG,

WESTERN REPRESENTATIVES.

of doing business, was the most powerful lever in his success or failure. "Today, said he, we are living in an age of conviction, and each takes his opinion and judgment before that of another." Those gathered round were all men of individuality, and fully realized that they were identified with one of the greatest institutions of the country. The success of the Massey Harris Co.,' was not due to chance, It was the result of marvelous enterprise, high adminstrative ability, complete organization and co-operation, unlimited energy, and superior quality of the products manufactured by the company He paid a high tribute to the officials of the company at Toronto, but considered that to the local managements, travelling staffs and dealers most of the credit was due. It was his earnest desire to see the Manitoba branch lead all the firm's other numerous agencies in amount of business done. He trusted that such an affair would become an annual event, and that the coming season would be one of prosperity for all those present.

Mr. W. J. Lang, another popular member of the travelling staff, stated that he was delighted to be present at such an enjoyable function. He paid a compliment to the local management, and particularly to Mr. Whitaker for the complete reorganization the business of the company has undergone during the past two years. Said he "Some of us did not like it at the time, but now we have come to regard it as most satisfactory." Mr. George Cumming, also a general agent, considered that the Massey Harris Co., had little to fear from any and all competitors. They were producing good goods, and had good men, who were always able to bring the business to a successful issue.

Mr. Herbert Baker, Chief Accountant of the Manitoba branch, was then called upon. He reiterated all that had been said by the others concerning the making of such an event an annual affair. As it was well into "the wee 'sma oors," he would ask his friend C. L. Merritt, another traveller, to favor those present with a recitation. This the latter did, rendering "Reminiscences of College days," in excellent style. With the singing of Auld Lang Syne the gathering broke up.

Those present were: Mr. C. H. Whitaker, Manager; Mr. Herbert Baker, Chief Accountant; Mr. W. H. Parr, Cashier; Mr. A. D. Elliott, Inspector of Agencies; Mr. J. Nichol, Chief, Shipping Dept.; Mr. J. G. Hossack, Chief, Collections Dept.; Mr. M. Duffus, Chief. Extras Dept.; Mr. J. L. Henning, Chief, Settlement Dept.; and the following travelling representatives of the Manitoba Branch: Messrs. G. F. Birney, R. G. Baskerville, R. S. Bean, M. Cameron, A. E. Cook, Geo. Cumming, C. D. Ellwood, A. C. Fountain, C. H. Fox, R. C. Foster, J. R. Hood, T. J. Jamieson, W. J. Lang, C. L. Merritt, S. F. Pearce, G. J. Stewart, W. J. Sanders, and A. Sutherland. The only others in attendance were the following local press representatives: Free Press, Telegram, Nor' West Farmer, Farmer's Advocate, Canadian Thresherman & Farmer and Canadian Farm Implements. Speaking for ourselves we must say that seldom if ever have we attended a similar function of a more enjoyable nature.

A Useful Note Book.

Mr. S. S. Bean, local manager for the Canadian Division of the American Seeding Machine Co., recently sent us a very attractive and useful note book. In it we found, besides an excellent quality of paper, much valuable information regarding "Superior" drills, harrows, cultivators, etc., and altogether it is one of the nicest things that has reached our office this year. Bound in leather it will stand lots of use, and the exceedingly nice, well-colored cuts that adorn the front and back covers give it a most prepossessing appearance. Members of the trade who have not been lucky enough to secure one of these should immediately write the local office. When writing we would thank you to mention Canadian Farm Implements.

THE U.S. CREAM SEPARATOR

WILL PUT EXTRA MONEY IN YOUR POCKET-BOOK

First of all it is bound to satisfy your customers by its clean skimming, strong durable construction, easy running and convenience. Satisfied customers mean increased sales. That's how the U. S. Separator puts extra money into your pocket-book and puts it there

TO STAY

For a U. S. agent is never put to the trouble and expense of travelling around the country fixing up broken-down separators, or to the annoyance of having them unloaded at his door by disgusted customers. When you sell a U. S. it's sold **TO STAY.** Find out more about the U. S.—Write us.

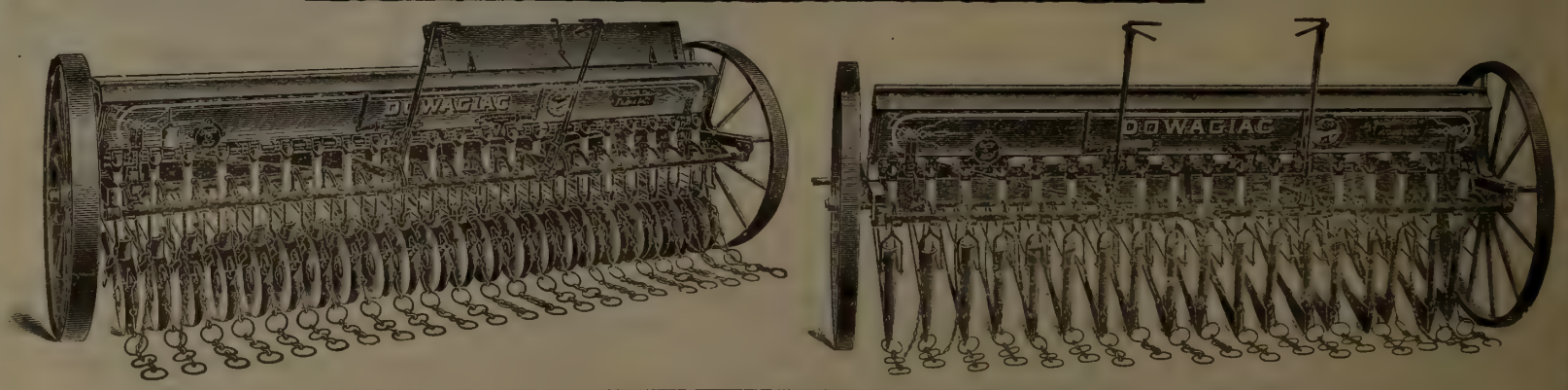
VERMONT FARM MACHINE Co.

BELLOWS FALLS, VT.

Eighteen centrally located distributing warehouses throughout the U. S. and Canada.

DOWAGIAC DRILLS AND SEEDERS are the LEADERS

If you want the best get the Dowagiac.



Drills of all sizes, from twelve to twenty-six rows, Single Discs, Double Discs and Shoes interchangeable. Five-inch angle frame; four-foot wheel, with wide tires; pipe draw bars, which never bend or twist; plate or disc bearings, oil-tight. All the good points embodied in one drill.

The Balfour Implement Co., Ltd.

SOLE AGENTS FOR WESTERN CANADA.

Get our Prices.

Office and Show Rooms: Market Square.

WINNIPEG, MAN.

Second Annual Dinner.

The Empire Hotel on the evening of February 5th, was the scene of a delightful dinner, when the Winnipeg Branch of the Ontario Wind Engine & Pump Co., held their second annual gathering. With three exceptions all the members of the road and office staffs were present, and a most enjoyable time was spent. Those in attendance were:Mr. J. M. Reid,manager; Messrs. C. W. Northcott, J. P. Murphy, R. G. McKay, D. W. Reid, Chas. Royston, M. J. Williamson, R. H. Reid, O. E. Chapman, all of Winnipeg, H. J. Ribble, of Regina, J. Irvine Walker, of Manitoba University,. a personal friend of the manager's, and F. D-Blakely, of Canadian Farm Imple. ments.

After the many good things provided in an excellent menu had "gone by the board," the evening was devoted to short addresses by those present, interspersed with several choice vocal and instrumental selections by Mr. Walker, all of which were highly appreciated. Mr. J. M. Reid presided, and in a brief opening address expressed his gratification at the presence of so many of the company's staff in the West, but regretted the absence of Mr. H. P. Hansen, Mr. Jas. W. Bell, both of Winnipeg, aud Mr. R. Powell, of Prince Albert, all of whom were away owing to press of business affairs. He was exceedingly well pleased with the volume of sales made by the Western staff during 1905, which was three-fold greater than the company anticipated, and which had made necessary the addition of several new travellers to the force during the past ten months. To this branch is due a great deal of credit for the large increase that is being made in the home factory. This increase, together with the enlargement of the Stickney Engine Works at St. Paul, the extension of the Empire Cream Separator plant at Bloomington, N. J., and the already enlarged factory of B. Bell & Son at St. George, Ont., would place the company in the very best possible position to look after, and capably care for their ever increasing trade. He spoke confidently and optimistically of the coming season, and felt perfectly satisfied that the "Ontario Line" would be more than able to hold its own against all competition.

Mr. C. W. Northcott, accountant for the local office, followed in a short talk. He was exceedingly glad to be present, and regarded the annual gathering as an excellent thing. It afforded opportunities, not to be had in any other way, for the interchange of ideas and the receiving of profitable suggestions.

Mr. H. J. Ribble, traveller for the company in Saskatchewan, with head-quarters at Regina, was the next speaker. He gave an excellent digest regarding general conditions in that Province, particularly with reference to the districts in the neighbourhood of Lumsden and Regina. He was much adverse to price cutting in connection with the operation of any business, and contended that it was ample evidence of a decided weakness either in the seller or the goods handled.

Mr. J. Murphy, another hustler and a good one, gave a number of ideas that had come to him during his first year's connection with the Ontario Line. He was very modest, attributing his success more to the excellent quality and high reputation of the goods manufactured and handled by the company, than to his own ability in the disposition of same. A recent visit that he made to the plant in Toronto had enlightened him on many points with regard to the construction of the goods, and these points would undoubtedly be of great value to him in the field.

Mr. R. G. McKay, another popular and energetic member of the road staff, gave an excellent recitation entitled "A Lecture on Astronomy," and followed with a short talk. Taking a glass of water he expressed the opinion that when he once got started talking those gathered round would be prone to think him a windmill run by water. He told of how he endeavored to stave of the man who, having purchased a windmill, wished to have it erected immediately. Try and put it off until "tomorrow," was his advice, and when one thinks of it there is a great deal more logic in it than appears on the surface. The past year was most successful as far as he was concerned. This was ably demonstrated when he cited the fact that he succeeded in placing over thirty windmills in the neighbourhood of Pilot Mound, and of a like number in the vicinity of Deloraine. The gathering broke up about the midnight hour.

The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Tw - Cylinders. You save** 50% labor and 50% wear on your Pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

W. JOHNSTON & CO., Limited

Agents, WINNIPEG, MAN.

We want every Dealer to investigate.

MANUFACTURED BY PETERS PUMP CO., KEWANEE, ILL.

DEALERS

Now is the time to sell the

LATEST IMPROVED

"Hero" Grain Separator

Sold only by regular dealers. All orders and communications from your territory referred directly to you.

The "Hero" Grain Separator leads in the thoroughness of work, giving a complete separation of all kinds of grain the first time through. Sold with or without bagger. Size:—width, 2 ft. 4 in.; length, 3 ft. 9 in.; height, 4 ft. 2 in.; weight, 150 lbs.; Baggers, 30lbs.

Write us for full particulars, catalogues, etc

The "Hero" Grain Separator is fully covered by patents. Be careful of infringers. Buyers of infringing goods are equally liable with sellers.

MANUFACTURED BY

Dow-Wadge Implement Co.,Ltd.

119 CHARLOTTE STREET,

WINNIPEG, MAN.

NORRIS-FOSSTON WIND STACKER IN OPERATION.

This Stacker gave the best satisfaction in 1905 of any Stacker ever operated in Western Canada.

AGENTS SECURE TERRITORY NOW FOR THIS MONEY MAKER.

NORRIS IMPLEMENT CO., LTD., **WINNIPEG, MAN.**

Sucoess with Cream Separators.

We take pleasure in calling our readers' attention to the accompanying photograph showing Mr. C. A. White, of Delaware, Ohio, about to make a delivery of the famous U.S. Cream Separators to three of his customers. Although not located in a section where dairying is carried on to an unusual extent, Mr. White has found the sale of U.S. Separators very profitable, and during 1905, his first year, has sold 28 machines. During 1906 he expects to place several times that number.

We know that many of our readers who are not handling cream separators at the present time could do so to good advantage, and realize a substantial profit with a comparatively slight amount of extra trouble. Farmers and dairymen are fast awakening to the many advantages of skimming their milk on their farms with a cream separator over hauling it several miles to a creamery.

More cream separators are sold in the spring than at any other season of the year, and now is the time every dealer should make ararrangements to carry some standard line. The U.S. separator has been endorsed by many competent dairy authorities, and we would advise you to read what the manufacturers have to say regarding their machine on page 18 of this issue.

The Matter of Displays.

While not of primary importance in the business of the dealer the displaying of farm implements and vehicles is something that ought not to be overlooked or neglected. This is altogether too frequently the case. It is admittediy true that there is scarcely any other line of business, the wares of which are so difficult of arrangement. With the country merchant who deals in groceries, dry goods, and many other lines, the matter of a tasty, eye-attracting, display is comparatively simple, he having so many different articles upon which to draw for his decorations. In the case of the dealer in farm implements and vehicles this is changed. He is limited to a very few lines, and these are, as a rule, always composed of goods of the most cumbersome and unwieldy kind.

While out of the city a short time ago we visited a number of dealers showrooms; two of which attracted our attention in particular. One of these was a fine, large, commodious place, but it utterly lacked the least appearance ot system in the matter of the arrangement of the goods on display. Plows, harrows, hay rakes, and many other lines, were placed around in the most desultory fashion, covered with the dust of weeks, and looking for all the world as though the proprietor of the place had not the slightest interest in the sale of his goods.

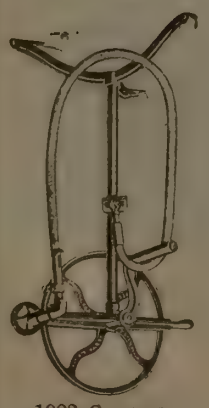
The other place that attracted our attention was of a very different class. The showroom was not quite as large, but everything was carefully laid out with a view to atracting the eye of the visiting customer, or prospective buyer, and we must say that the effort was eminently successful. All the plows were allotted space on one side, and were graded in size from the smallest to the largest. Then harrows, drills, and and many other kindred lines, where shown in neat array. Wagons, buggies, sleighs, and cutters occupied the opposite side, while down the centre prominence was given to a miscellaneous collection of farmer's requisites, such a pumps, grain grinders, sweep powers, a gasoline engine, and a cream separator. The walls were covered with dainty lithographs received from the different companies the firm represented, and these added greatly to the appearance of the place.

It did not take us long to form a contrast between the place of our former and that of our latter visit. It is very poor policy for any dealer to pile his stock around his showroom in a careless fashion, and simply leave them there until they are sold. There should be some sort of system whereby the goods are frequently changed in their places, and carefully dusted. Of course, the most seasonable lines must be accorded the most prominent position on the floor. The dealer who desires to make his business a pleasure, as well as profitable, must devote some attention to the matter of displays.

The Help Problem.

It is the intention of the Salvation Army to bring out ten thousand selected immigrants to Canada from Great Britain during the coming season. To accomplish this they have chartered the entire accomodation of three steamships for the summer months. The first organized party will number 1,500, and will arrive at Halifax about the 10th of March, proceeding directly to Manitoba, where they will be distributed to farms in the Province on arrival. Most of these people are from the agricultural districts of the Old Country, and

Two Machines that Sell Fast



1902 Chicago Clipping Machine.

1902 CHICAGO HORSE CLIPPING MACHINE, STEWART PATENT

This is the most widely used of all clipping machines. It is the most strongly constructed, turns easiest, clips the fastest and requires no experience to operate.

RETAILS AT ONLY $15.00

Stewart's 1904 Sheep Shearing Machine

Profitable to handle because one sold sells many others. Pays for itself by the extra wool it secures from the first 50 sheep shorn. Does not cut or hack the sheep like hand shears.

RETAILS AT $17.00

1904 Sheep Shearing Machine

Alert Dealers everywhere handle these Machines. Ask your Jobber about them and Write us for Catalogues and Selling Particulars.

CHICAGO FLEXIBLE SHAFT COMPANY,

200 ONTARIO STREET, CHICAGO.

are coming to Canada with the intention of engaging in farm work. This is the type of settlers the West most requires, It would be well for dealers to bear this movement in mind and advise farmers of it, and should the latter not have secured their help for the coming season they would do well to immediately notify Adjutant Alward, Immigration Department, S. A. Citadel, Winnipeg, who will at once send them application forms and full particulars. We might add that the Army has been the recipients of many splendid tributes for the superior class of men that have heretofore brought into the West.

Have Opened a Western Branch.

The Toronto Pressed Steel Co., of Toronto, Ont., have opened a branch for Western Canada in this city, with headquarters in the National Trust Building. This will be under the management of Mr. P. W. L. Briar, who was connected with the company in the East prior to coming to Winnipeg. It is the intention of this concern, who are the largest manufacturers of wheel and drag scrapers, dump carts, dump wagons, wheelbarrows, etc., in the Dominion, to carry a full stock of these goods both here and at several other points throughout the West. It is altogether likely that Mr. Briar will shortly take an extended trip through this territory for the purpose of looking into conditions and arranging for different transfer agencies. With the growing interest that many municipalities of the West are taking in improved roads, installations of sewer and water systems, etc.; the ever increasing construction of branch, as well as main lines of railroad, we bespeak for this company a most promising future. They are manufacturing a line that should be of considerable interest to the implement dealer, and should you desire further information regarding it we would advise you to correspond with the company here.

A Scene of Western Life.

We have just received, with the compliments of the Great West Saddlery Co., of this city, a very attractive calendar for this year. This represents a truly Western scene, depicting as it does an annual round-up. Gathered away in the distance is a big bunch of cattle under the charge of innumerable cowboys. A big steer has broken away from the main body and is making a valiant dash for liberty. Pursuing him is a typical cowboy, with lariat in hand just in the act of roping the runaway. The coloring is exceedingly good, and the company have informed us that they will be glad to mail a copy of this calendar to those who apply. It will make an ornament for your walls, and we would advise you to get your application in quick. When writing we would appreciate it if you should mention that you saw this notice in Canadian Farm Implements.

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS
"JUMBO" GRAIN CLEANERS ! ! !

THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.
The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc

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DON'T PASS THIS UP.

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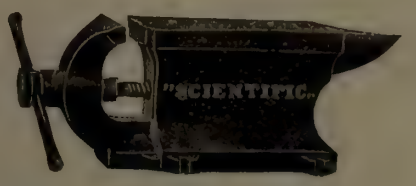
We guarantee all our goods, and especially call attention to our guaranteed Thresher Belts.



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Anvils
Vices
Die Plates
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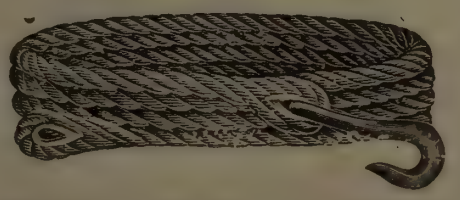

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We want one Agent at each place.

Write for Catalogue, Prices, etc. :—

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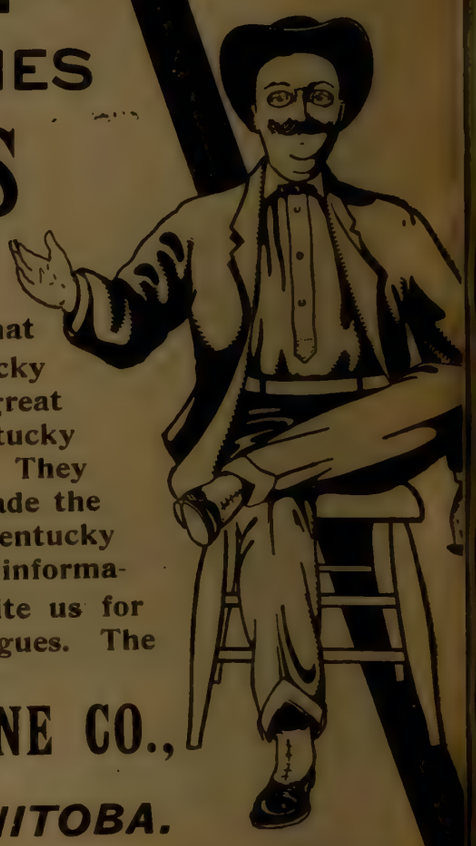
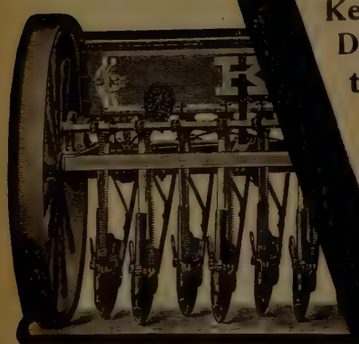
Don't You Think So?

All life is a series of contradictions. What is pleasing to one person is most unsatisfactory to another. The rain which maketh one man's pastures to grow green spoils his neighbor's hay; when wheat drops a cent or two per bushel one man says "good" while another man says "darn it." When real estate goes up a dollar a foot, its mighty good for the seller but bad for the buyer. Potatoes at twenty-five cents a bushel make the consumer jolly, while to the producer such a price brings nothing but loss and disappointment. One man is infatuated with another's wife, whom the husband prays to be relieved of. A certain individual is seeking justice while another is fleeing from justice. The Canadian says: "Too much beer is too much," while the Milwaukee Dutchman remarks: "Too much beer is just right." "Hold your wheat," cries one man, w another cries because he has n to hold. When the mercury twenty degrees below zero the and wood man is happy, and poor man the more miserable. man is discontented with his while another is more disconten because he has no job. It certai takes all kinds of people to mak world.

"IT'S A CINCH—"
TO SELL GOOD MACHINES
KENTUCKY DRILLS
Are "Good as Wheat in the Mill."





They are GOOD, and they do the kind of work that makes good friends of particular farmers. Kentucky Drills are made especially for the farmers of the great North-West. Closed delivery, zig-zag Single Disc Kentucky Drills enable the farmer to get into his fields early. They have all the labor-saving devices that have made the Kentucky famous. We can't tell you all about Kentucky Drills in this space, but we can and will give you information that will prove profitable if you will write us for our special agency proposition and free catalogues. The time to act is NOW.

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Do you recognize the fact that such a power has been realized in

I. H. C. GAS OR GASOLINE ENGINES

Do you realize that a dealer by adding to his stock new lines that are in demand, can greatly increase the profits of his business?

With these foregoing facts firmly impressed upon your mind, have you determined to obtain all the profits possible in the implement business by adding I. H. C. gasoline engines to your stock?

ARE YOU AFOOT OR HORSEBACK?

One man in Michigan did not know whether he was afoot or horseback—did not know there was any profit in selling I. H. C. gasoline engines. But after considerable persuasion on the part of one of our blockmen, he decided to take up selling I. H. C. gasoline engines, and before the end of eight months he had added to his profits the neat sum of $755.00 from the sale of these engines alone.

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Jos. Maw & Co.

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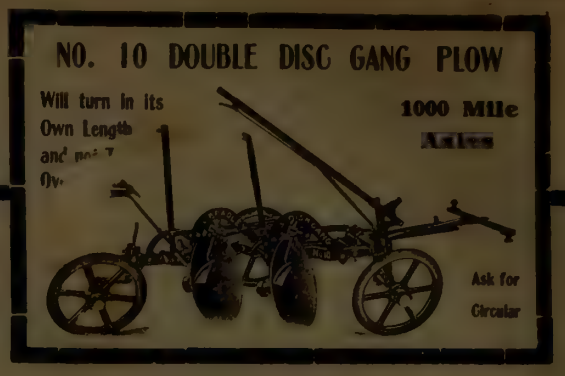

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Because they are built to SATISFY. Will plow soil that a mold-board plow will not penetrate. Chilled Ball Bearings on the Disks Built of best material procurable. For the price they are simply wonderful. Our No. 12 4-Disk Gang is having a wonderful sale all over. For engine plowing it is in a class by itself. Write us for printed matter, prices and terms. All correspondence answered

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The "Climax" is equipped with 10 inch thistle points when used to destroy weeds. For Manitoba and the West we supply a 13 Tooth size—for use with 4 horses.

The "Climax" will cut just below the surface and destroy the foliage of the weeds, or it can be worked to any desired depth and thus tear the roots out of the ground; where the sun will soon destroy them. A continuance of this operation will, in a short time, clean the dirtiest farm of weeds.

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WINNIPEG, MAN.

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CANADIAN FARM IMPLEMENTS

VOL. III, No. 3. WINNIPEG, MAN., MARCH, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

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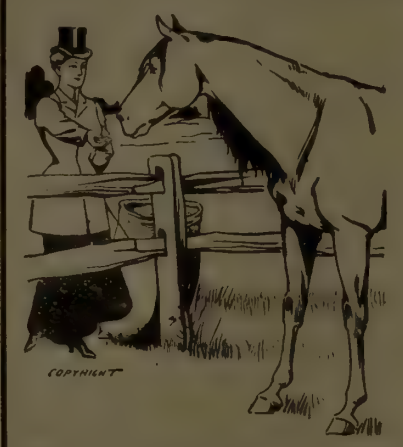

See Here

If you do not sell horse goods you should. If you do you should sell the kind that will give you an enviable reputation in your district. There is honesty in every strap and stitch, merit in every bit of leather and metal in our harness.

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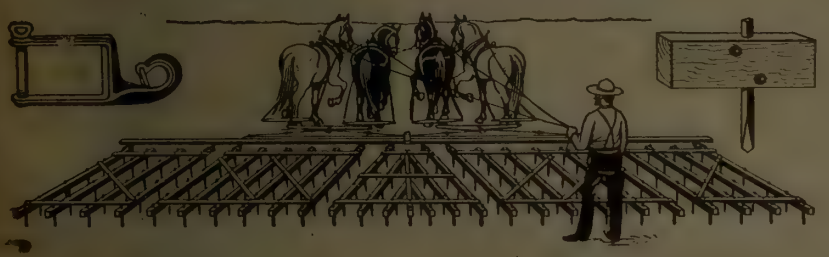

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OF HIGHEST QUALITY IN ALL SIZES.

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LOW DOWN SULKY PLOW

For Light Draft and Quality of Work Done have no Competition.

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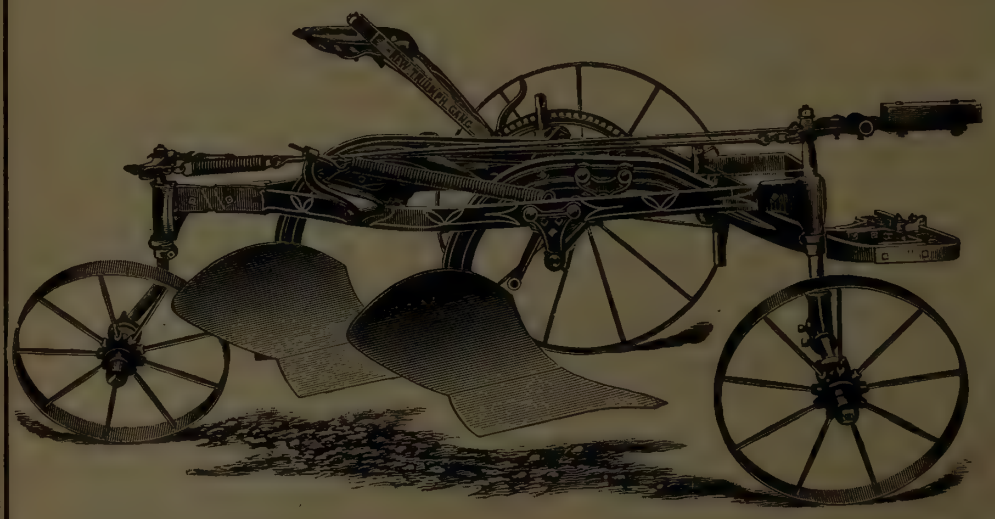
WITH NEW FOOT LIFT.

Simplicity in Operation, Light Draft, Unexcelled in the Field, Merited beyond Competition.



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IMPROVED FOOT LIFT.

Guaranteed Lightest Draft Gang in the Field, Simple in Operation, Beautiful Work, Recommended above all Competition.

CASE DISC HARROWS

Are Equal to the Very Best Disc Harrows Sold, having all the Latest Improved Qualities in Manufacture.

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NONE SO GOOD AS THE UNLESS MADE LIKE THE

MOUNT FOREST CARRIAGES

PATENT REMOVABLE BOTTOMS ON ALL BUGGIES.

Their Popularity is the Result of the Care Used in the Construction.

Made of the best selected Hickory and nicely finished they sell at sight and please your Customer.

If you have already contracted get a couple of Samples and compare them with what you are handling.

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They Give Satisfaction to the User;
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The Agency for Canada's Standard Plows will secure the Spring Plow Trade in your Territory.

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CANADIAN FARM IMPLEMENTS

Vol. III, No. 3. WINNIPEG, MAN., MARCH, 1906. SUBSCRIPTION PRICE { Per Copy, 5c Per Year, 50c

The Implement Dealer and the Thresher Trade.

The following interesting and forceful address on the above subject was delivered by Mr. W. R. Wooden, secretary of the Nichols & Shepherd Co., threshing machinery manufacturers, at Battle Creek, Mich., before the North Dakota & Northwestern Minnesota Implement Dealers' Association, during their recent convention in Crookston, Minn.:

"The selling of threshing machinery is a problem that cannot be considered without comparing the conditions of the present with the experience of the past. The time was and not many years ago when the implement dealers of the country sold, settled for and delivered practically all of the product of the thresher factories of the United States.

The manufacturers had few if any branch houses and employed few travellers. Agency contracts were made largely by correspondence, and even when made by travellers it was at settlement time, so that the amount of travelling done was very limited. Such travellers as the manufacturers did employ were given so much territory that it was almost impossible for them to visit the dealers much oftener than once each year. At such visits settlements were taken up, repairs invoiced and the agency contract renewed.

When the thresherman desired to purchase he called upon his implement dealer and made known his wants. The dealer obtained his order, sent it to the factory for approval and the machinery was then shipped to the dealer, who delivered it and obtained settlement. Both the manufacturer and the dealer were assured a profit. The conditions that maintain at the present time are vastly different; so much so that the manufacturer relying upon the old method and organization would find himself at the end of the season with his product on his hands.

Any of the larger thresher manufacturers at the present time employs more travellers than the whole trade did twenty-five years ago. Today, if a thresherman desires to purchase, he writes to a dozen different factories his intention, and the chances are that each one will send a representative to his own home to see him. Many of these travellers repeat their visits several times until a sale is effected and when the transaction is finally concluded it is too often found that the trade as a whole has expended in the effort all possible profit in the sale and sometimes an amount equal to the entire purchase price.

The country is covered by branch houses with managers, bookkeepers, stenographers and helpers, while travelling salesmen and collectors swarm over the entire grain-growing section of the continent. The expense of maintaining this great force is robbing the business of the manufacturer of his lawful profits, or adding to the burden of the thresherman, and the army of travelers is demoralizing the business of the local dealer. The old methods were profitable to both manufacturer and dealer, and the new methods fail to bring to either the results that the business justifies.

The cause of the present conditions and remedies for any existing evils are live questions for the consideration of manufacturers and dealers at the present time. The manufacturer asks himself what has brought about these perplexing conditions. He fully realizes that under the old method the business afforded a profit that cannot be proportionately realized at the present time. If he will look back to the time the change of method occurred he will find that profits began to decrease when he commenced increasing his selling force, and since then, as the army of travellers grew, so did the troubles of disposing of his product. Like the Irishman who had been spending the evening in one of those places of worship around the corner where anti-prohibition folks gathered and were permitted to enjoy their religion without molestation, upon returning home late somewhat enthused with the evening's experience, he had occasion to turn a corner. Swinging around liberally he walked up the street with one foot on the curb, the other in the gutter. About half way up the block he met a policeman, who had been watching him, and was asked what the trouble was, He answered: "Be Gorra, I don't know; but ever since I turned the corner back there I've been walkin' lame." So it is with the selling of threshing machinery. Ever since the manufacturers turned from selling through local dealers to selling direct they "have been walkin' lame". Not that the threshing machine trade is so demoralized that there is nothing in it for both manufacturer and dealer, but that it might be better and eventually will be better.

The trouble with the whole situation at present is too much competition, and the prime cause underlying too much competition is invariably the same—over-production. If there was but one machine for each prospective customer there would be no trouble whether the customer is solicited by factory, representative or local dealer. But where there are two machines and only one customer trouble is a certainty. That such is the situation at present should be apparent to any close observer.

For several years the manufacturers of threshing machinery have been carrying over, on hand, and unsold too much machinery. Much of this is carried over in the field, where it does not get the care and protection it should have, and the natural result is an extraordinary effort the next season to crowd it upon the market to the demoralization of price and credits, and to a greater demoralization, which is the crowding of too much machinery into a field already amply supplied. While this carried-over product has had a great tendency to over-crowd the country with threshing machinery, the prime cause of all troubles in the trade must be placed back upon the plain fact that there is an over-production.

The cause for this over-production can be laid to many doors. In the first place the thresher of today has a capacity far in advance of the thresher of a few years ago. Not only will the machine of the same size accomplish more because of modern attachments like stackers, feeders and weighers; but machines are made larger than formerly, so that a lesser number of machines are required to accomplish the same results. Again, many old-time grain-growing sections have turned to stock raising or more diversified farming. Then there are more thresher manufacturers than but a few years ago. In the old days, when the business was more prosperous than it is at present, new factories were induced into existence.

But even with all the present factories working along lines that are business-like and consistently conservative there would be sufficient profit for all. The great trouble is that each manufactory is trying to build and sell sufficient product to justify the great outlay for expenses of selling. The maintenance of the vast number of branch houses and the army of traveling salesmen became such a burden to the trade that it deprives it of the profit it should enjoy. The individual manufacturer, realizing this, has reasoned that he could build and sell a larger product, his fixed expenses would not increase, and the actual increase of expenses would be less in proportion to the volume so that the percentage of profit would be greater. He has based this reason upon the fact that in seasons when there was a good crop and a greater demand the percentage of expense was less

and the percentage of profit greater.

In practice, however, his effort has proven a failure, and for the reason that while a greater sale and a greater profit is realized in a season of greater demand, in a season of normal demand, a surplus, which is then in excess of the legitimate needs of the trade, cannot be sold without an effort so much in excess of a normal one that its great cost still further lessens the profits. In addition to this great expense, goods are being forced upon a market that does not really demand them, at cut prices and sold to people whose credit is not what it should be, and to the great injury not only of the business of the manufacturers and dealers, but to the great injury of the thresherman who is already in the field, putting more machines into the territory than the business demands and causing greater competition among threshermen than should exist. A little observation on the part of anyone will demonstrate the fact that these efforts have been made to the great detriment of the business in all the central states, where the threshing season has shortened from ninety days to in some instances less than thirty; and even in the great grain-growing states of the North-West there are localities at present where there are already more machines than is necessary to promptly care for the crop grown.

That there should be competition in the trade all will agree. It is better for the seller as well as for the buyer. Competition stimulates inventive genius and improves machinery both in mechanical construction and in capacity. It stimulates the manufacturer into adopting up-to-date methods and giving to his efforts the application and energy that it deserves. There should be sufficient competition that the thresherman should not be imposed upon. But too much competition, competition so fierce that it overburdens the trade, does even a greater injury to the thresherman than to the manufacturer. It tends to cheapen product and fills the country too full of threshers. It places threshers in the hands of incompetent and irresponsible operators. so that the success of the thresherman is materially interfered with, and leads to an effort to lessen the cost of product, so that the buyer pays too dearly for his machine.

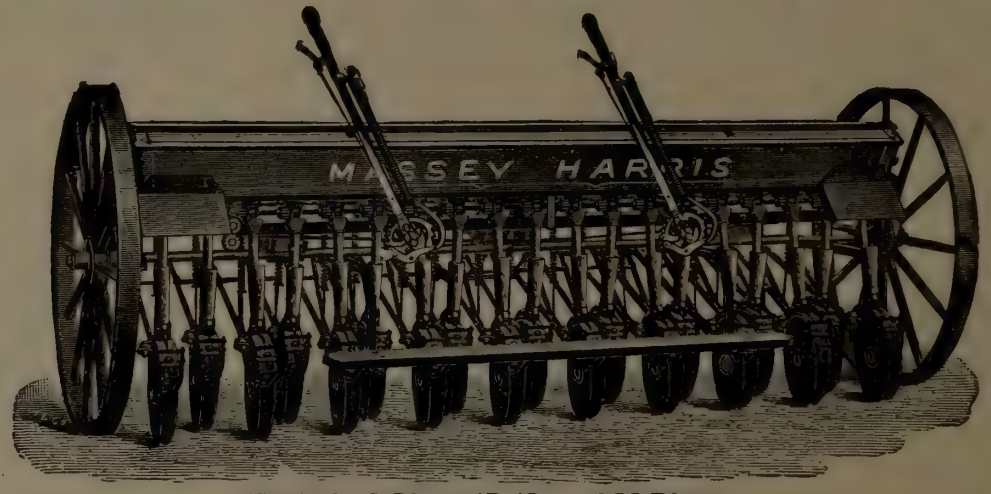
Present conditions are unsatisfactory to the manufacturer and demoralizing to the local dealer. The manufacturer notes a sale expense account yearly increasing and is constantly importuned by present methods to increase his list of branches and force of salesmen so that his product may be sold, and with promise only that the ratio of expense will in all probability increase more rapidly. If he will give the situation that careful consideration which it deserves he will fully appreciate the fact that there is no limit to the possible burden which the present system promises. If continued, competition will eventually increase until the situation will materially threaten the future promise of the business or possibly to a point where only the fittest shall survive.

The local implement dealer will be completely driven out of any participation in the threshing machine trade if the manufacturers continue increasing their forces of traveling salesmen. Few towns afford dealers enough to represent all manufacturers. The selling force of manufacturers not represented in any particular field enter the field soliciting sales direct. They are prone to give the customer concessions and favors which the dealer is unauthorized to do, thus excluding him from the business. Such canvassers come into competition with others of the same class and at the home of the buyer; and such competition is fierce. The price is cut, extraordinary terms and concessions are allowed and sales are made to irresponsible and worthless men.

The situation at the present time is as follows: The local dealer is discouraged. He finds it difficult to effect sales. His territory is over-run by salaried representatives of different manufacturers. He becomes indifferent and in-

WE ARE HEADQUARTERS FOR THE BEST OF EVERYTHING IN DRILLS

An Admirable Specimen of Perfection



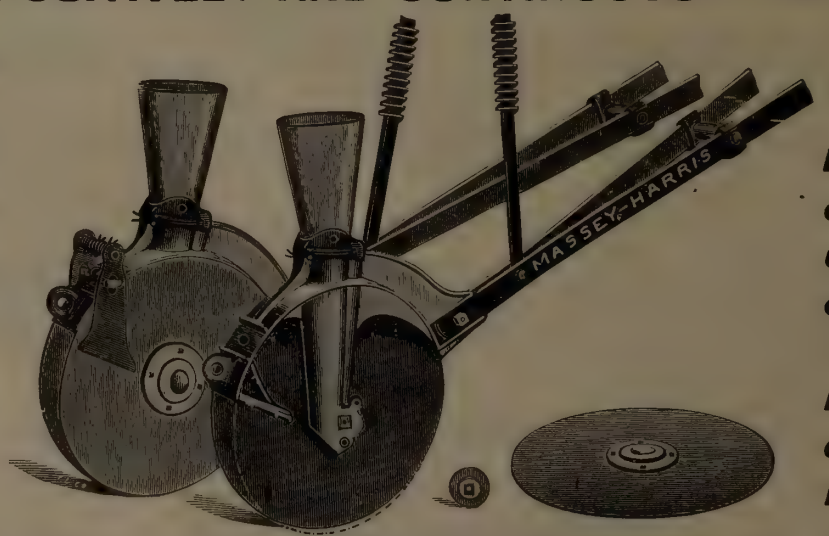
The Massey Harris Double Disc Drill.

Made in 3 Sizes 15, 19 and 23 Discs

SOWS EVENLY, POSITIVELY AND CONTINUOUSLY—NO GUESS WORK.

For 1906 we have built an entirely new Double Disc, with extra wide and substantial bearings on discs.

Improved roller bearings in hub.



Showing Disc Attachment

Force Feed Runs

Each Feed Run can be absolutely depended upon to sow the required quantity of grain.

No bruising or crushing of the grain. Reliable in sowing. Easy in handling.

Built By Old And Reliable Manufacturers.

MASSEY-HARRIS CO., LIMITED.

Winnipeg Regina Calgary

clined to give too little attention to the thresher business. The manufacturer is prone to complain that local dealers are inactive and inclined to do little or nothing toward effecting sales, so he puts more salesmen on the road. And all this results in making a bad matter worse. The situation could be made better by an active, aggressive effort. If left without special effort it will continue growing worse until natural conditions correct it. Manufacturers cannot sell their product direct and without the intervention or aid of local implement dealers and realize a suitable profit, because the effort to sell direct will require the employment of such a force of canvassers and collectors and induce over-producing to a point where the trade cannot bear the burden. This fact has been demonstrated beyond a question in the last few years.

The company with which I am connected has found in the last few years that it is more profitable to keep entirely out of the territory where it could not get local dealer representatives than it is to attempt to sell to the thresherman direct, and in many instances it is excluded from good territory for this reason. We find that in addition to the demoralization of the trade which direct selling accomplishes such business costs too much to make it profitable. While present methods maintain it is practically impossible to always follow this rule, and there must be exceptions; yet it is good policy to rely upon a local dealer, for he can sell the factory product and realize a profit for himself, while the factory makes a saving in expense account which increases its profit, as well as practically lessening the cost of production to a point where the machinery could be sold at a lower price to the customer.

Notwithstanding the vexation which the present conditions bring to both dealer and manufacturer neither should be discouraged. The threshing machine business is a good business, always has been a good business and always will be a good business. Just so long as the farming industry of the country produces small grain, just so long will there be great possibilities in the threshing machine trade for both dealer and manufacturer.

That the present situation could be improved upon there is no question. That it will be improved upon is as certain. How it can be improved upon is the question that confronts both the manufacturer and yourself at the present time. It should be grappled with in no timid manner, as it is all to the manufacturer and more to the dealer than any other feature of his business.

The manufacturer must come to a realization of the fact that there is a continual over-production and that the over-production is more the result of present selling methods than anything else. He should stop trying to build and sell as an individual factory all the threshing machines used in the country. He should build only what the trade normally demands. He should cut out his catalogue house business. He should discontinue his mail order methods. In fact, these manufacturers following catalogue house and mail order methods have done more to demoralize the threshing machine business. He should maintain less branch houses and reduce the force of canvassers. He should encourage and make it an object for the local implement dealer to sell his product. He would not sell so much machinery, possibly, but there would be a larger balance standing as a credit at the close of the season. The business would as a whole afford sufficient profit to all. The vast army of salesmen could find employment in more productive lines, and the cost of production, which is made excessive by the cost at which it maintains such a great selling organization, would enable a manufacturer to sell his product to the thresherman at much less cost than at present.

Let the local dealer put his shoulder to the wheel. He is a better salesman than the majority of the canvassers employed by manufacturers. Let him not be discouraged, because he can yet sell in competition with the employees of competing factories. I can recall instances where in the last year local dealers have sold from one house in competition with competing branch houses in the same town twenty-five thousand dollars' worth, fifty thousand dollars' worth, and over a hundred thousand dollars' worth of threshing machines, making more money for themselves than any competing branch house made for its factory.

There is a profit for the dealer now if he takes hold of the business with energy. Let him do all he can to prove to the manufacturers that the present selling system is wrong. Let him aid in impressing manufacturers of threshing machines with the idea that the dealers alone can sell a product which only meets the legitimate demands of the trade. Then the manufacturer will prosper, the local dealer will realize a profit and, what is best of all, the thresherman will have a longer run and will buy his machinery for less money than he does now."

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

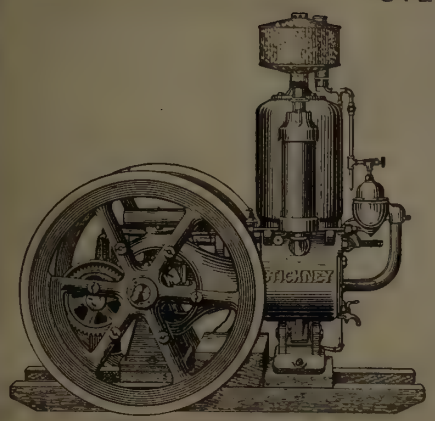
OUR LINES ARE WINNERS

THE CANADIAN AIR MOTOR TORONTO ONT. WIND ENGINES & PUMPS

HERE THEY ARE:

WINDMILLS, (For Pumping & Power)
TOWERS. TANKS, (Wood or Steel)
CYLINDERS, (Brass, Iron, Porcelain)
PUMPS, (Wood, Iron, Double Acting)
ELEVATED TANKS, (For Fire Protection, Town Water Supply and Railroad Work.
STEEL SAW FRAMES & SAWS

STICKNEY GASOLINE ENGINES, (For Pumping, Electric Lighting, Elevator Work, Farm Work, or for Power Plants of any kind.)
TORONTO GRAIN GRINDERS
B. BELL & SON, HORSE & TREAD POWERS, FEED CUTTERS, LAND ROLLERS, ROOT PULPERS.



4½ H.P. ENGINE.

EMPIRE CREAM SEPARATORS.

"THEY GET ALL THE CREAM."

WRITE US TO-DAY.

ONTARIO WIND, ENGINE AND PUMP CO., LTD.,

83-91 Chambers St., WINNIPEG.

Milk-testing Room at the Dairy School. Manitoba Agricultural College.

The New Dairy School.

Deeming that it would interest our readers to know something of the Dairy and Science School in connection with the new Manitoba Agricultural College, we recently visited that place with a view to securing some information concerning it. We were most cordially received by Mr. W. J. Carson, Professor of Dairy Husbandry, and we are indebted to him for considerable time and trouble he took in showing us over the building, and in explaining the uses of the various machines to be seen there.

The college occupies a beautiful location on the south bank of the Assiniboine River, about three and a half miles from the centre of the city of Winnipeg. At present the following structures have been considered as sufficient to meet the requirements of the institution: main building, dairy school, power house, lecture pavilion, two stables, and the principal's residence. However, as the attendance grows and necessity demands, new additions will be made and other buildings erected. The building in which the Dairy and Science Departments are housed is constructed of Manitoba undressed limestone and white brick, the former extending to the top of the basement windows, about seven feet above the level of the ground. It is sixty-four feet wide by sixty-six feet deep, and is three full storeys in height.

The entire interior is finished in white, the ceilings being of metallic sheeting of an attractive pattern. It is artificially lighted by electricity generated at the College power house, and is heated by steam from the same place. A small freight elevator is placed at the rear of the building and extends from the basement to the roof. The wide commodious stairway is surmounted by a handsome oak balustrade, and everything throughout the building is kept in spick and span order. The ventilation system is as near perfection as possible, the natural lighting facilities excellent, and many experts who have visited and inspected the building declare it to be the finest of the kind in Canada, and equal to any on the continent.

The basement is devoted to rooms for cheese and butter making, an ideal, cool curing room, refrigerators, a large spacious hall and the students' lavatory. The cheese and butter making departments occupy corresponding positions on opposite sides. Each is forty-six by twenty-four feet, with a twenty-foot ceiling. Both are thoroughly equipped with modern and up-to-date machinery for the manufacture of their particular products. On entering the butter-making room the first thing that attracted our attention was a large receiving vat, into which milk was pouring from a pipe leading from the weighing-in room located on the first floor at the rear. From this vat it passes through either a heater or a pasteurizer, depending on what is going to be done with it, and if separation is desired it is put through a De Laval power machine of the largest size There are three cream ripeners, two of the regular well-known open type, and one of the latest design and construction. The open vats are from the factory of C. Richardson & Son, St. Mary's, Ont., while the other, known as the Wizard, is manufactured by the Creamery Package Co., of Chicago, Ill. This machine, which is considerably wider than the other vats, has a large revolving series of hollow copper coils in spiral form running from one end to the other. When in operation these coils are filled with constantly changing ice water that reduce the temperature of the contents more rapidly than is possible by the older methods. At the far end of the room are placed two large power churns, one from the Richardson people and the other from D. Derbyshire, of Brockville, Ont. Besides the machinery we have already mentioned there may be seen numerous other utensils for the use of the expert butter-maker, including tables, hand and power butter-workers, print cutters and stamps, for all the product of the Dairy School is marked with the college initials.

In the cheese-making room there are five small steam heated vats and one large vat. All are from St. Mary's, Ont. The former have a capacity of 400 pounds, and the latter of 1,500 pounds. There is a complete set of cheese making apparatus in connection with each vat. Mr. Carson then showed us the latest thing in the way of a cheese press and informed us that it is the only one of the kind in the country. It is made by

Sell U.S. Cream Separators

The continued high price of butter is booming the Dairy business. But to make the greatest profit from his cows every farmer needs a cream separator. The returns from last season's crops have given most farmers the cash to buy one.

What they want to know is "Which is the best separator?" It's easy to prove that the Improved

U. S. Cream Separator

is the answer.

Its simple, clean skimming bowl; its strong, enclosed, self-oiling gearing; its low, easy-to-fill milk tank are points which catch the farmer's eye, and lead him to **buy**. These points should interest **you** too, Mr. Dealer, because they mean quick sales, and a whole lot of free advertising by satisfied users —the best kind of advertising, by the way.

There are farmers who deal with you regularly, who would buy a U. S. Separator if they could look one over in your store.

We would like to put one there on terms which cannot fail to satisfy you. We want to explain our proposition fully. Write us now while you have the matter in mind. A two cent stamp may mean many dollars in profits to you later on.

VERMONT FARM MACHINE CO.,
Bellows Falls, Vermont.

Prompt deliveries from eighteen centrally located warehouses in the U. S. and Canada.

McKinnon Bros., of Sheboygan Falls, Wis. The beauty of this press is that it is useful in pressing cheese varying in weight all the way from seven to eighty pounds. By an ingenious device it gives continual pressure, and is exceedingly popular with the students. At the front end of this room, separated by folding doors is a classroom capable of accomodating forty students. This is utilized by them each day for the purpose of discussing different topics having a direct bearing on the work of cheese and butter manufacture. The curing room is at the rear of the make-room, and is twenty-four by sixteen feet. In constructing great care was taken to see that the walls of this place were properly insulated so that the temperature might be controlled at all seasons of the year.

Cheese-making Room at the Dairy School. Manitoba Agricultural College.

On the first floor are located the milk-testing room, students' reading room, the city trade pasteurizing and bottling room, weighing-in room, the home dairy department and the professor's and instructors' offices. The testing laboratory is fitted up with the very latest and most improved forms of turbine and hand Babcock testers. Students are instructed in the making of this test and have the best of opportunities for making comparisons with other tests. They are educated in the use of the lactometer, are shown how to detect adulteration of milk, how to figure the percentage of such adulteration, and how to determine accurately the amount of fat in samples of whole milk, butter-milk, skim-milk, whey, butter and cheese. In their recreation hours they have access to the reading room where all dairy and farm publications are kept on file.

As the school is catering for a share of the city milk trade a perfect pasteurizing and bottling outfit has been installed. There are two Potts pasteurizers, one of which has a capacity of a hundred and fifty and the other fifty gallons, and these machines are of the latest perfected design. The milk is put up in bottles that have been

The Best Selling Points to be found in any Cream Separator exist in the

MELOTTE

Communicate at once with us and we will convince you of the superiority of these tested machines.

DURABLE,
PROFITABLE,
EASY TO RUN.

Melotte Cream Separator Co., Ltd.,

124 PRINCESS STREET,

P.O. BOX 604. WINNIPEG.

De Laval Separators

FIX THE STANDARD.

When a Cream Separator is recommended as "just as good as the De Laval," it's a safe choice to take the De Laval and let some one else experiment with the "just as good" article. **It's Demonstrated Superiority against an unsubstantiated claim.**

Over 700,000 users of De Laval Separators, including every name of prominence on the world's list of dairymen, point the way to a safe Cream Separator Investment.

SEND FOR CATALOGUE.

THE DE LAVAL SEPARATOR CO.,

14 and 16 PRINCESS STREET, WINNIPEG.

MONTREAL TORONTO NEW YORK CHICAGO PHILADELPHIA SAN FRANCISCO.

thoroughly washed and sterilized, and by a new feeding device it is possible to fill eighteen of them at one time from either pasteurizer. All are hermetically sealed, so that the milk is not only germ free when it is put into the bottles but it reaches the customer in the same desirable condition.

The home dairy department occupies a spacious room twenty-four by forty-six feet. Here we found small hand separators of all the standard makes, including a De Laval with a capacity of 500 lbs. of milk per hour, a Melotte, Uneeda, United States, National, Sharples, Durham, and Simplex, all of which have a capacity of 450 lbs. of milk per hour. There were half a dozen barrel churns, home butter workers, all of the latest style, as well as many other utensils for use in connection with the home dairy.

On the upper floor are situated two large rooms for domestic science purposes a large lecture room, lady instructor's office, ladies' lavatory, and glassware closet. The lecture room is built on the principle of a half amphitheatre. There are eight rows of seats rising tier above tier, and capable of accomodating a hundred and seventy-five persons It is one of the finest rooms for the purpose we have ever seen and those responsible for it are to be congratulated.

Now just a word regarding the power house, for without this adjunct the School would be incomplete. This is situated about two hundred feet south of the dairy building. It is two storeys high, of the same style construction as the home of the Dairy and Science Departments, and is divided into two rooms, the lower forty by sixty feet, and the upper forty feet square. Besides these there is a large fuel room forty by twenty feet. All steam and water pipes are conveyed to the school through a large cement tunnel. The students are required to spend a part of their time in the machine shop, or mechanical department, in the upper storey of the power house. Here they are given instruction in the use of gasoline and steam engines, in pipe cutting and fitting, soldering, belt lacing, putting up shafting, setting cream separators, and they are also shown the proper methods of firing, stoking, and taking care of the boilers in the engine room below.

The Dairy School and power house is always open to visitors, and we feel confident that all who take the trouble to go there will be amply repaid for the time expended. We predict much benefit to the dairying industry of the Province of Manitoba from the Dairy School.

Brandon.

Mr. J. Bean, of Nichols & Shepherd Co., is here looking after their interests.

Mr. Atwell, manager of Chatham Fanning Mill Co., here, donated a Chatham incubator for competition at the poultry show.

Mr. D. B. McLeod called here a few days ago on his way to Regina and other Western points in the interests of the North West Thresher Co.

At a meeting of the Brandon Fair Board held on March 10th, it was decided to hold Western Manitoba's Big Fair from July 31st, to August 3rd, the week following the Winnipeg event.

It is understood that the well-known firm of McLeod & Handley have purchased a valuable piece of property on 11th Street. This is 150x120 feet, and report has it that they will erect a residential block on it.

Mr. A. E. Mott, western manager of the Cockshutt Plow Co., paid this city a hurried visit a short time ago. It is surmised that he was here looking for a permanent warehouse site for his company.

The North West Thresher Co., have removed Mr. Chas. C. Roth, who has been in their employ for a number of years, from St. Paul, Minn., to Brandon. Mr. Roth will make this city his headquarters and will push business in down right Yankee fashion in this district. He will undoubtedly make things move for his company.

A number of members of the Brandon Board of Trade have applied for a charter for a company to operate under the name of the Brandon Transfer R. R. Co. This short line will be used for warehouse sites, as well as giving transfer accommodation from the C.P.R., to the G.T.P., C.N.R., and Great Northern, and will be a most valuable addition to Brandon.

The J. I. Case T. M. Co. have divided the Province up into districts for collection purposes; consequently Mr. A. E. Robertson has moved his family to Brandon, as he will look after the financial interests of the Case people in this section. Mr. J. Gifford, also of this firm, was here for a day recently on his way to Napinka and other points in South Western Manitoba on collection business.

THE MANITOBA LINE

FOR

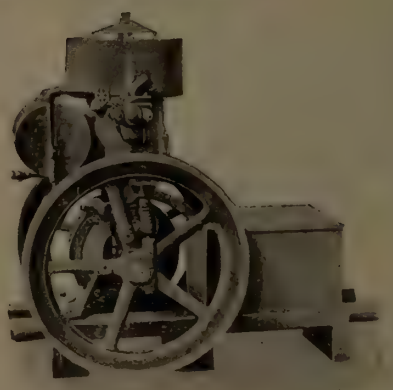
PROFIT

PROGRESS

PERFECTION

THE "MANITOBA"
Is the most scientifically designed Mill the world has yet produced. Specially constructed to meet Western Requirements

It will pay you to get our Proposition before Contracting for 1906



The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

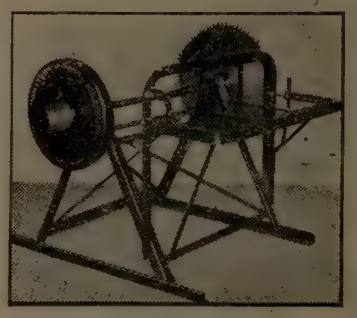
The Famous "MANITOBA" Pumps known and recognised throughout the West as the "Standard of Excellence."

WE PROTECT THE TRADE

We manufacture the Daisy Hayes double cylinder force pump in black and galvanized.

We are located in the West. Prompt Delivery. Cheap and Quick Repairs.

WRITE FOR CATALOGUES



"MANITOBA"
Steel Frame Saw. Absolutely all Steel.

The Manitoba Windmill and Pump Co., Ltd.

Box 301. BRANDON, Man, Manufacturers.

LLOYD'S

HANDY WAGON SEAT.

The most comfortable Wagon Seat on the market.

It is cheaper, lighter, handier easier riding, more durable, and warmer than any other.

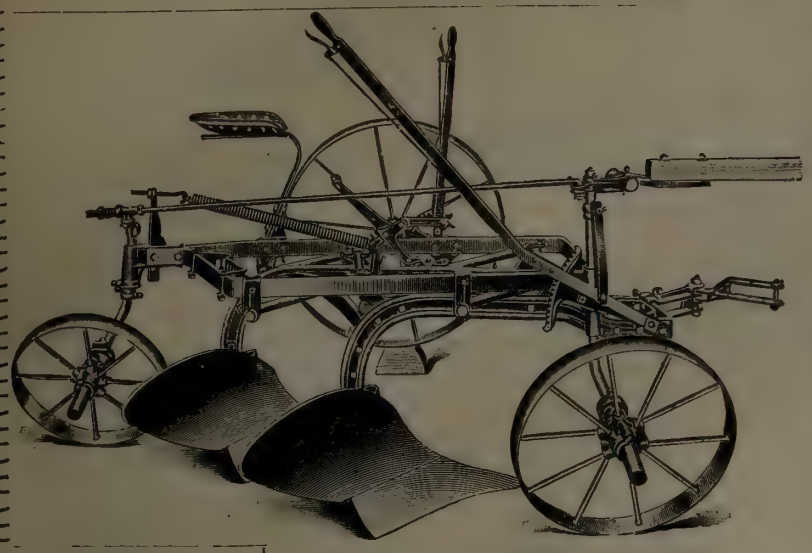
Just the Seat for stockracks, sleigh and wagon boxes, and for driving and sleighing parties.

For price and particulars address:

B. F. LLOYD,

Box 48. WAWANESA, MAN.

TWO WINNERS IN THE MOLINE LINE



THE

BEST EVER GANG PLOW

A Light Draft, Foot Lift, easily operated plow. Built with extra heavy beams, re-enforced shares, dust proof, long bearing wheel boxings, and many additional features which our Special Plow Catalogue explains.

THE

Success Harrow Cart,

24-inch Wheels, 3-inch Tires.

STRONG, DURABLE, COMFORTABLE.

A GREAT SUCCESS.

WRITE US FOR CATALOGUES, PRICES, OR HAVE OUR TRAVELLER CALL

Canadian Moline Plow Co., Winnipeg, Man.

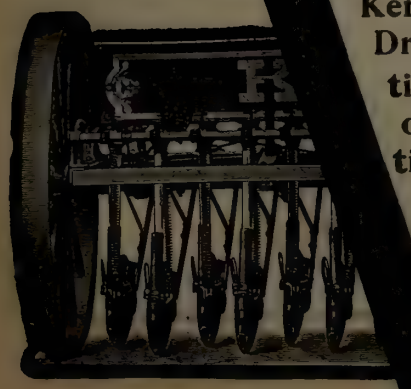
"IT'S A CINCH—"

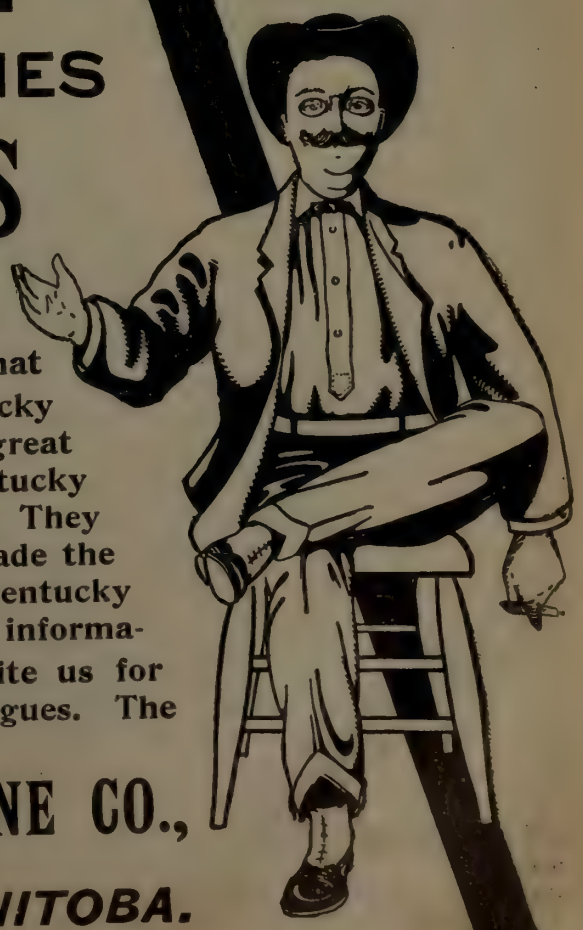
TO SELL GOOD MACHINES

KENTUCKY DRILLS

Are "Good as Wheat in the Mill."

They are GOOD, and they do the kind of work that makes good friends of particular farmers. Kentucky Drills are made especially for the farmers of the great North-West. Closed delivery, zig-zag Single Disc Kentucky Drills enable the farmer to get into his fields early. They have all the labor-saving devices that have made the Kentucky famous. We can't tell you all about Kentucky Drills in this space, but we can and will give you information that will prove profitable if you will write us for our special agency proposition and free catalogues. The time to act is NOW.





AMERICAN SEEDING-MACHINE CO.,

CANADIAN DIVISION,

WINNIPEG, MANITOBA.

Cockshutt Goods for Western Dealers.

It is very generally considered that adaptability, quality and price form the most predominant factors in the success of any particular line of farm machinery. That the products of the Cockshutt Plow Co., meet each and all of these essential requisites is evidenced beyond dispute by the above reproduction. This represents a special trainload of plows and drills, consisting of forty-two cars of the largest capacity, which passed through the city a short time ago. It was en route from the company's immense and up-to-date factory at Brantford, Ont., for Regina, Sask., for distribution among a portion of the firm's agents in that territory.

From point of shipment to that of destination, daylight runs were made over the line of the C.P.R. Every car was handsomely decorated with a large banner, the first of which bore the words "Cockshutt Special", while the others were emblazoned with the slogans "Cockshutt Plows for Western Canada" and "Cockshutt Drills for the West". These attracted great attention along the entire route and caused much comment and wonder, bound to result to the benefit of the firm. Every observer was clearly and forcibly reminded of the rapid growth and development of the West, of the magnitude of farming operations, and of the tremendous business done by the Cockshutt Plow Co. in this territory. When it is known, however, that this was but a comparatively small portion of the company's spring shipments to Western Canada, the total exceeding six similar trainloads of plows drills, etc., wonder gives place to astonishment and the mind fails to grasp the significance of such a stupendous aggregate consignment to a single firm.

With the great improvement that has taken place in farm implements and machinery during the past few years there is no company in the field today which has kept more abreast of the times than have the Cockshutt people. Recognizing the needs of the country they have constructed their various lines accordingly. All they have achieved is due to excellent goods, backed by careful executive management, clever salesmanship, and a judicious use of printers' ink. To Mr. A. E. Mott, western manager of the firm, is due a large measure of their success in this territory, and he is to be commended for his energy and enterprise in connection with the "Special Train" idea.

Take your percentage and let others get theirs—live and let live.

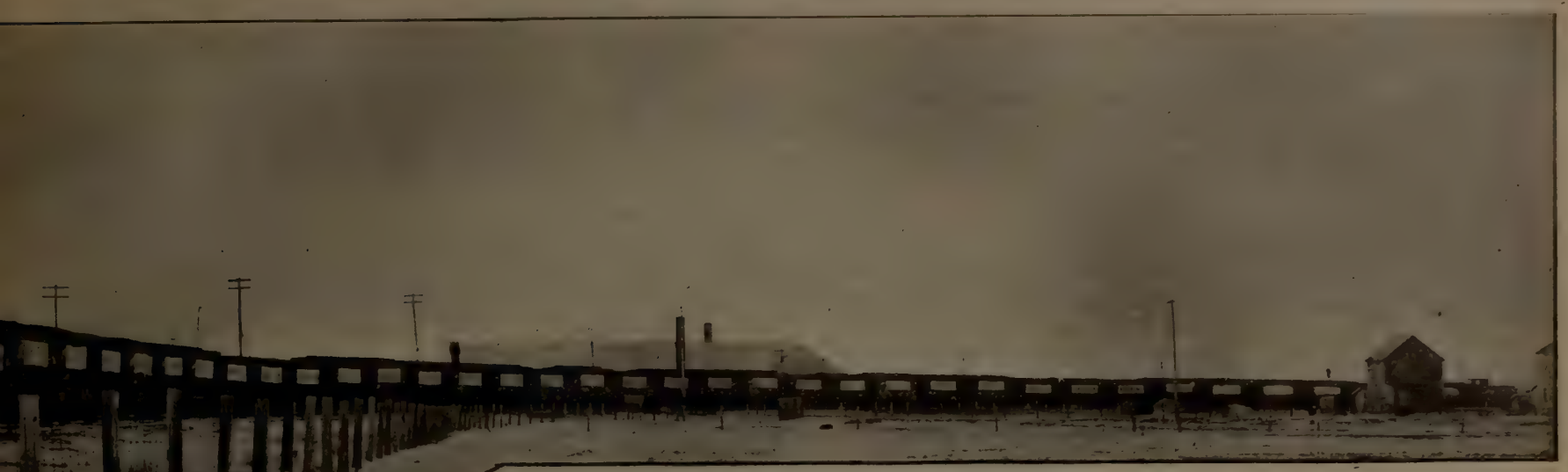
The New Seed Grain Cleaner

THE IMMERSION PICKLER AND FLOATER

pickles the grain by immersion and floats out all light and defective grain, smut balls, wild oats and other noxious weed seeds. Both operations in one aud continuous. Takes the place of the Pickler and Fanning Mill and Bagger, and at about half the cost of the latter two. **A Money Maker for the Dealer. Agents Wanted, Liberal Terms.** See it at Bonspiel time. Apply:

J. A. COWAN

789 MAIN STREET, WINNIPEG



A Cockshutt Special.

Calgary.

O. S. Chapin, representing the Avery Manufacturing Co., left for Edmonton recently.

Mr. Jas. M. Martin, of Calgary, is opening up an agency for the Frost & Wood Co., at Airdrie, Alta.

The Traders' Bank will open for business in two weeks, making the eleventh bank doing business in Calgary.

Mr. Alfred Wylie, representing the Frost & Wood Co., at Claresholme, has been spending a few days in Calgary.

J. P. Minhinnick, general agent for the Frost & Wood Co. here, left today on a trip over the Edmonton branch. He will be out a couple of weeks.

Mr. Geo. W. Erb, of the Waterous Engine Works Co., Winnipeg, has been spending a few days in the city in the interests of his firm. He returned to Winnipeg by way of Edmonton.

Mr. J. A. Brookbank, the new permanent manager of the International Harvest Co., succeeding T. J. Morris, is expected to arrive here shortly. Mr. Ryan is looking after matters temporarily.

Mr. D. M. McLeod, representing the Northwest Thresher Co., of Winnipeg, spent several days in the city recently. He expects to visit different points both north and south before returning home.

"Sunny Alberta" is no misnomer as the summer weather the last two months can prove. It has been the cause of trade in spring machinery opening up much earlier than usual, and it has been no uncommon sight to see farmers disking and plowing. However, a temporary check was caused by a colder wave reaching here but which is now showing signs of abating.

At a meeting of the Alberta branch of the Union Commercial Travellers last Saturday night, officers for the coming year were elected. We notice the implement fraternity is well represented, as they hold four of the important chairs in the lodge, viz:—W. H. White, Moline Plow Co., Past Councillor; A. G. Austin, International Harvester Co., Senior Councillor; J. P. Minhinnick, Frost & Wood Co., Conductor, and O. S. Chapin, of Avery Mfg. Co., Page.

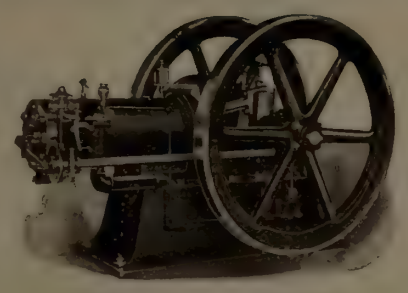
The tide of immigration Albertawards has re-commenced. Every train arriving in Calgary brings its quota of Eastern and American settlers, and in addition several special trains have been brought in, consisting entirely of settlers and their families. They are the stamp of people wanted here and most of them are well supplied with money. Practically all have had good experience at farming in the east and south. A large proportion are settling near Calgary, the balance spreading out over north and south branches.

While in the city last week Mr. Geo. W. Erb, of The Waterous Engine Works Co., of Winnipeg, and acting as representative of the "Winnipeg Wholesale Implement and Carriage Association", called a meeting of the wholesale implement firms of Calgary to discuss the formation of an Association here. The meeting was held in the offices of The Frost & Wood Company and was well attended. After discussing the matter thoroughly it was unanimously agreed that an Asscciation for Calgary was a necessity, and would be very material benefit to the firms represented in Alberta. In order to get down to business Mr. Erb was asked to take the chair, and Mr. W. E. Hall to act as secretary pro tem. On motion it was decided to form an Association in Calgary to be called "The Alberta Wholesale Implement and Carriage Association", and to be carried on under similar lines to that of the Winnipeg Association. The election of officers was then proceeded with resulting as follows:—President, W. H. White, of Moline Plow Co.; Vice-President, W. G. Hunt, of Massey-Harris Co.; 2nd. Vice-President, J. A. Brookbank, of International Harvester Co.; Secretary-Treasurer, H. A. Dunn, of the Fairchild Co. The formation of an executive committee was left until next meeting 17th inst. Judging from the list of officers as well as those who are represented, the association will no doubt be a good live institution, and should have some good results to show for its efforts. The firms represented at the meeting were:—The Moline Plow Co., Mr. W. H. White; The Fairchild Co., Mr. H. A. Dunn; The Massey-Harris Co., Mr. A. W. Trickey; Frost & Wood Messrs. J. P. Minhinnick and W. E. Hall; International Harvester Co., Mr. A. G. Austin; J. I. Case Co., Mr. E. McCammon; The American Seeding Machine Co., Mr. O'Connell; The Waterous Engine Works Co., Mr. G. W. Erb, and The Avery Mfg. Co., Mr. O. S. Chapin.

A Great Attendance.

On the 1st of March the Seed Selection Special concluded its tour of the West. Altogether two hundred and six meetings were held, with a total attendance of 28, 910, and an average attendance of 140 farmers.

"Ohio" Gasoline Engines



The OHIO Stationery Gasoline Engine.

The OHIO Gasoline Threshing Engine.

THE BEST FOR THE WEST.

The **OHIO** leads all competitors because of its

EFFICIENCY, DURABILITY, SIMPLICITY.

It is a model of strength and convenience and is a **sure winner** for the Dealer.

HIGHEST AWARD GOLD MEDAL AT ST. LOUIS EXPOSITION.

SAFES AND VAULT DOORS
Full Line of General Machinery.

Write us for Catalogue and Full Information.

Burridge Cooper Co., Ltd.,
152 Henry Ave. East., WINNIPEG.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

SUBSCRIPTIONS.
Single copies Five Cents. Fifty Cents per year.
(Postage Paid Anywhere.)

ADVERTISEMENTS.
RATES MADE KNOWN ON APPLICATION.
Change of Copy for Advertisements should reach this office not later than the 5th of each month—Cuts and Copy for New Advertisements can be received as late as the 10th of each month.

This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President.

EASTERN OFFICE:
1 Wellington St. W., Toronto, Ont.
CHICAGO OFFICE
4601 Champlain Avenue.
A. S. CORE - Representative.

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WINNIPEG, MAN., MARCH, 1906

Demands for Spring Delivery.

Winnipeg jobbers in farm implements and vehicles are all activity at this writing. With the spring-like break in winter weather that took place early in March dealers simply deluged members of the local trade with letters and telegrams demanding immediate shipment of goods for spring delivery. The cold weather of a week later had the effect of reducing the urgency for shipment, but nevertheless large quantities of plows, harrows, drills, and other goods for spring use are being forwarded throughout the West.

Winnipeg Fair July 23rd to 28th.

The Winnipeg Industrial Exhibition will be held this year from July 23rd to 28th. At a directors' meeting held a few days ago Mr. Geo. H. Greig was elected to the presidency on the resignation of Mr. F. W. Drewry. Mr. Greig's appointment will meet with the hearty approval and endorsation of the stock men and farmers of the West, in whose interests he has labored energetically and long. Mr. A. Allanson was elected vice-president. It is understood that a manager will be appointed in connection with the Fair, but no definite announcement has yet been made regarding this. It is the intention of the directorate, assisted by the Winnipeg City Council, to make strenuous efforts to place the grounds and buildings in a greatly improved condition. Several new structures for exhibit purposes are being constructed. and it is altogether likely that a number of new up-to-date stock barns will be erected.

Can You Sell an Auto?

Can you sell an automobile? Soon the season for these machines will be here, and now is the time for the dealer who desires to devote a little attention to this line to get in touch with the jobber. It is not to be expected, nor is it at all likely, that a dealer will be able to sell a large number of autos, but it is possible that one dealer in each town could dispose of a machine or two, and there is a handsome profit in every sale. Will you be the first to speak for your town?

Will Revise Constitution.

It is understood that a movement is on foot to revise the constitution of the Winnipeg Wholesale Carriage and Implement Association. This step will be taken with a view to giving the organization more scope and a larger field for action. A committee has been appointed to make a canvas for new members, taking in all concerns that handle lines usually sold by the retail dealer. It is the intention of those connected with the W.W.I. & C. A., to make it of the greatest possible value to its members.

New Switching Arrangement.

A definite arrangement has just been concluded, through the medium of the Winnipeg Wholesale Implement & Carriage Association, whereby the railroads have agreed to switching cars from one warehouse to another in the city for completion and shipping on a basis of $5.00 per switch. This charge will be collected from the consignee by the railway company along with the regular freight charges at point of destination. This is unquestionably a much more satisfactory arrangement than has heretofore prevailed, and it will undoubtedly meet with the general approval of dealers as it will mean greater expediency in shipment of goods.

International Twine Prices Announced.

On the 6th of March the International Harvester Company announced the following prices for binder twine:

Sisal ..... 10c. per pound.
Standard ... 10c. per pound.
Manilla ..... 12c. per pound.
Pure Manilla 13c. per pound.

These prices are all f.o.b. Chicago or Milwaukee, or points taking like rate of freight. The usual allowance of ⅛c. per pound is given for five ton lots, or ¼c. for ten ton lots. For delivery at Minneapolis a ¼c. per pound is added. In order to estimate Western Canada figures dealers must add 75 cents per 100 lbs., f.o.b. Winnipeg.

Personals.

Dick & Crestie commenced in the implement trade at Didsbury. Alta., recently.

Mr. W. H. Mehr has opened an implement warehouse at Rounthwaite, Man.

C. Samway, implement dealer at Medora, Man., has sold out to Mr. Thos. Freeland.

G. G. Rattray has succeeded to the carriage business, etc., of Robertson & Rattray, at Carlyle, Sask.

Mr. M. R. Shantz has just commenced in the agricultural implement business at Carstairs, Alta.

Beattie & Calvert, implement dealers at Binscarth, Man., have been succeeded by Beattie & Fleming.

Gardiner Bros., manufacturers of stackers at Neepawa, Man., has been succeeded by the Neepawa Mfg. Co., Ltd.

Mr. C. L. Smith, implement dealer at Sinclair Station, Man., has been succeeded by Mr. J McCoy.

Caldwell & Herd is the name of a new firm opening up in the implement business at Margaret, Man. This is good news. Let 'em all come.

Mr. H. Howson, of the firm of Howson Bros., Humboldt, Sask., was in the city looking over spring goods a couple or three weeks ago.

The firm of Garry & Wunder, implement dealers at Sheho, Sask., has dissolved partnership. The business will in future be carried on by Mr. Peter Wunder.

Mr. James Quinnell, implement dealer at Ochre River, Man., was in the city for a couple of days early in the month, making goods for his spring trade the object of his trip.

The implement firm of Alex. Tait & Son, of Manitou, Man., has been succeeded by Mr. G. A Shewfelt. Success, Mr. Shewfelt.

Mr. W. J. Hall, of the firm of William Gray & Sons, recently left for Ingersoll, Ont., called east by the serious illness of his mother. He was accompanied by his daughter.

Mr. C. L. Vickery, the popular implement dealer of Makinak, Man., recently visited this city for the purpose of looking over several new lines and making purchases for his spring trade.

Mr. J. W. Briggs, who has been dealing in groceries and farm implements, at Carstairs, Alta., has sold out his interests in the former business and will in future devote his energies entirely to the latter.

Mr. J. O. Brown, a partner in the firm of The Brown-Cochran Co., manufacturers of gasoline engines, at Lorain, Ohio, was in Winnipeg for a day or two during the past month, looking into trade conditions in this territory, etc.

Mr. W. J. Budd, agent for the Massey-Harris Co., at Crandall, Man., made a flying visit to the city on business a short time ago. While here he visited us, and though he did not stay but a few minutes we appreciated his call. He informed us that the outlook for the coming season was very satisfactory.

Mr. W. H. Ruttan, one of the pioneer implement dealers of Melfort, Sask., was in the city on his return from a Southern trip about the first of March, and gave us a call. He reported a most satisfactory business during 1905, and with the large influx of settlers to the country in the vicinity of Melfort he looks for a greatly increased trade.

Mr. John Manuel, of the new firm of Manuel & Corriveau, of Edmonton, Alta., was in the city for a few days during the first week of the month, on his return from a trip South and East in the interests of his concern. He reports the prospects in the district surrounding Edmonton as exceedingly bright, and looks for a splendid trade during the coming season.

Mr. George Thompson, who recently sold his implement business at Indian Head, Sask., was in the city a short time ago on his way to

the East, for the purpose of joining Mrs. Thompson, who is visiting friends there. Speaking of the implement business of last season he reported a most profitable trade but considers that, under average conditions, 1906 will give equally good results.

Mr. F. Dahlam has opened up a harness shop at Glenella, Man.

Mr. M. E. Crane, implement dealer at Manitou, Man., has been succeeded by Crane, Hill & Co.

Mr. A. Lacerate has succeeded to the implement business of Mr. A. Lavoie at Mariapolis, Man.

Mr. J. Dyke has just commenced in the implement business at Treherne, Man.

Westwood, Man., has a new harness dealer in the person of Mr. J. Spiers.

Mr. F. A. Brenton is just starting in the implement trade at Langham, Sask.

McKenzie & Aarnes have just commenced in the implement business at Milestone, Sask.

Mr. J. G. Taylor has purchased the implement business of Wesley Rose, at Dunrea, Man.

Mr. James Hoey is the name of a new man in the implement business at Arcola, Sask.

Mr. James McBride, of Leavings, Alta., has decided to open up in in the implement business.

Mr. A. H. Huffman has opened an implement warehouse at Strathmore, Alta.

Mr. E. H. Stevens is the name of a new dealer in agricultural implements at Darlingford, Man.

Marshall & Colwell is the name of a new concern in the agricultural implement business at Nanton, Alta.

Miller Janzen & Co., is the name of a new firm that have just opened up in the implement business at Dalmeny, Sask.

Young & Crosby is the title of a new firm that has just opened up in the agricultural implement business at Caron, Man.

A new firm, known as Gillis Bros., has just opened up in the implement business at Whitewood, Sask.

Mr. E. Clark, implement dealer at Vermillion, Alta., recently sold his business to the Vermillion Trading Co.

Mr. A. A. Ross, traveller for the Paris Plow Co., is at present making a trip along the North Western line in his firm's interests.

Mr. Thos Bell, manager of the Robert Bell E. & T. Co., of this city, is at present on a trip to Moose Jaw, Regina, and other points in connection with his firms interests.

Mr. H. E. Imerson has commenced in the agricultural implement business at Souris, Man. He will handle the Frost & Wood Co's. goods.

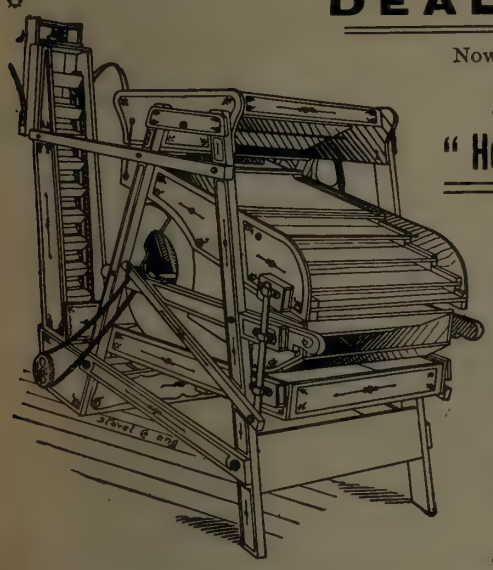
Mr. J. W. Ackland, of D. Ackland & Sons, carriage and wagon manufacturers of this city, has just returned from a business trip to the South.

Mr. W. A. Coffman, manager of the Threshers' Supply Co., is at present West on a trip in connection with his firm's interests.

It is reported that Mr. R. H. Grimstead, of Minneapolis, Minn., is considering the erection of a factory in Winnipeg for the manufacture of steel harrows.

Mr. C. C. Macdonald, western manager for the National Mfg. Co., of Pembroke, Ont., makers of the Uneeda cream separator, is at present in the East on business.

DEALERS



Now is the time to sell the

LATEST IMPROVED

"Hero" Grain Separator

Sold only by regular dealers. All orders and communications from your territory referred directly to you.
The "Hero" Grain Separator leads in the thoroughness of work, giving a complete separation of all kinds of grain the first time through. Sold with or without bagger. Size:—width, 2 ft. 4 in.; length, 3 ft. 9 in.; height, 4 ft. 2 in.; weight, 150 lbs.; Baggers, 30lbs.
Write us for full particulars, catalogues, etc.
The "Hero" Grain Separator is fully covered by patents. Be careful of infringers. Buyers of infringing goods are equally liable with sellers.

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Dow-Wadge Implement Co., Ltd.

119 CHARLOTTE STREET,

WINNIPEG, MAN.

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all.

Yours for the asking.

Your attention is called to

NINE POINTS ONLY

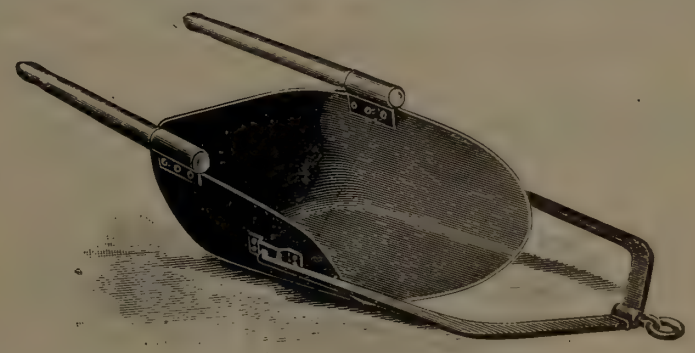
The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

SCRAPERS

DRAG SCRAPERS

(SOLID PRESSED BOWLS),



Wheel Scrapers (Square or Pressed Bowls).

Trucks (All Sizes).

Wheel-Barrows (All Kinds)

Contractors' & Road Plows

Cement Mixers

Dump Wagons (Bottom or End Dump).

CONTRACTORS' CARTS.

All Scrapers Warranted to be of High Carbon Steel, full thickness, heavy bails and perfect working swivels on drags. Wheel Scrapers have latest attachments and are easy on men and horses.

WRITE FOR CATALOGUE AND PRICES.

Toronto Pressed Steel Co., Ltd.,

MANUFACTURERS

WINNIPEG—TORONTO.

WINNIPEG OFFICE—NATIONAL TRUST BUILDING

Mr. W. J. Helliwell, senior member of the implement firm of W. J. Helliwell & Son, Oak Lake, Man., was in the city looking over spring goods a short time ago.

Mr. George Erb, manager of the Waterous Engine Works Co., of this city, has just returned to the office from a business trip to Calgary and other points in that territory.

Mr. A. H. Ellis, travelling representative for Joseph Maw & Co., is at present out on one of his regular trips. He reports, to headquarters, a brisk business in all lines, with an excellent demand for automobiles.

Arrangements have just been completed, and in future the David Bradley Mfg. Co.'s goods will be handled in Alberta by the firm of Manuel & Corriveau of Edmonton, Alta.

Mr. Archie Watson just returned to the city a short time ago from a trip West on business. He reports an excellent demand for spring goods, and looks for one of the best years in the history of the country.

It is rumored that a movement is afoot to build a 160-mile road for automobilists near the city. It is the intention to have it oval in shape and the expense of construction and maintenance will be met from the tolls collected from those using it. The road will be oiled so that it will be practically free from dust, and it is proposed to run several big races.

Mr. M. M. Matthews, general sales manager of the Oliver Chilled Plow Co., of South Bend, Ind., is at present visiting the Canadian West looking into plow conditions in this territory. During his stay in the city Mr. Matthews paid us a visit which we much appreciated. He was very much surprised at the size of Winnipeg and carried away with him many excellent impressions of our progressive city.

Mr. Joseph Maw, president of Joseph Maw & Co., is at present on a visit to the South and East looking after automobile interests. While away he will touch at Milwaukee, Chicago, Detroit, Lansing, Mich., Pontiac, Mich., St. Catherines and Toronto. The outlook for the auto trade this year is away ahead of what was expected, and already jobbers are feeling that the demand will greatly surpass the supply. It is with a view to securing more cars that Mr. Maw is in the East.

Wenman & Green have purchased the implement business of F. V. Young & Co., of Souris, Man. Mr. H. Green Sr., one of the partners in the new firm, is well known to many members of the implement trade through his long connection with Young & Co. He has a thorough practical knowledge of the business in all its various phases, and is regarded as one of the most progressive dealers in the Souris district. Mr. F. E. Wenman, the other partner, is a well-known retired farmer, and one of the pioneer settlers of that section. We wish them all success.

The well-known implement firm of Cameron & Duncan, of Melita, Man., has purchased the implement business and warehouse of Waddell Bros., at Yellow Grass, Sask., and will operate it under the firm name of Cameron, Duncan & Scott. The latter member of the firm is Mr. J. M. Scott, a practical machine man, and formerly the firm's bookkeeper at Melita, and he will have the management of the Yellow Grass branch. It is the intention of the firm to considerably enlarge their warehouse at this point in order to take care of the coming season's trade. We wish them all success

On February 25th Mr. H. H. Rogers, assistant manager of the Canadian Moline Plow Co., of this city, was united in marriage to Miss Nina Danziger, of Odessa, Russia, at the home of Mr. G. M. Durkee, manager of the Minnesota Moline Plow Co., of Minneapolis. The contracting parties met in Odessa in 1896, when Mr. Rogers was there in the interests of the McCormick Harvesting Machine Co. Four years later he returned to this country and did not see the young lady again until they met in Minneapolis on their wedding day. Mrs. Rogers is an Italian by birth, Russian by residence, and now a Canadian by adoption. She is an accomplished linguist, conversing fluently in Russian, French, Italian, and English; and has vivid recollections of the riots that took place in the city on the Black Sea in June and October of last year. Mr. Rogers also knows something of foreign tongues, speaking German and Russian. Canadian Farm Implements have

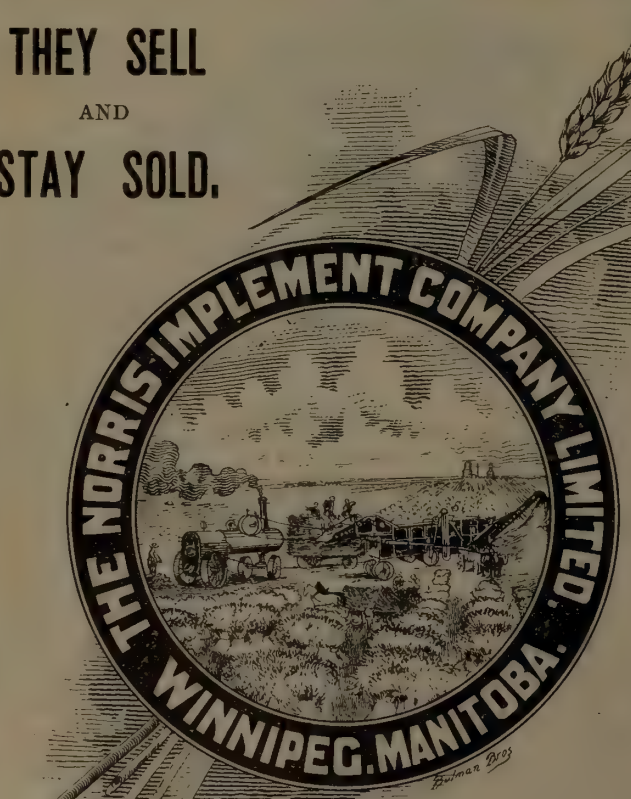
DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS
"JUMBO" GRAIN CLEANERS ! ! !

THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.
The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

TO THE IMPLEMENT TRADE.

THEY SELL
AND
STAY SOLD.



Here are some lines you should handle.

LARGE PROFITS.
READY SALES.

The Norris Fosston Wind Stackers.
The Canadian Monarch Self Feeder.
The Chas. Closz adjustable Sieves & Chaffers.
Belt Guides, Oil Pumps, Thresher Water Tanks.
Special attention to repairing.
We have on hand a complete line of
Perfection Weigher Repairs, etc., etc.

Write to-day for Catalogue, Price Lists and terms to agents,

The Norris Implement Co., Ltd.,

WINNIPEG, NAN. REGINA, SASK.

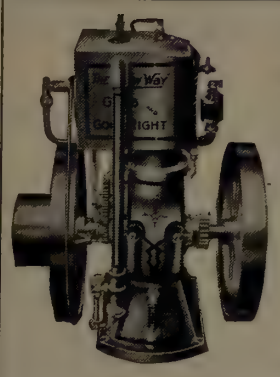
sincere pleasure in wishing Mr. and Mrs. Rogers a long prosperous, and happy life, and we feel confident that the trade join with us in this.

Mr. J. M. Reid, manager of the Ontario Wind Engine & Pump Co., has just returned to the city from the headquarters of the firm at Toronto, where he was in attendance at the annual meeting and yearly banquet given by the company. This latter feature was held on February 12th at the King Edward Hotel, and Mr. Reid informed us that it was a most enjoyable affair. The attendance at the annual meeting was the largest in the concern's history, and the report presented showed the tremendous strides in progress the company have made during the past season. Mr. Reid reports the early completion of the three-story and basement addition that is being made to the factory. Mr. S. H. Chapman, president of the company, and Mr. Reid, at the close of their own gathering, travelled to Bloomfield, N.J., where they attended the annual meeting of the Empire Cream Separator Co. Representatives and jobbers of the Empire machine, to the number of 125, and from all points of the United States and Canada, were present, as well as a score of press correspondents. A private train, consisting of four Pullmans, library coach, dining and baggage cars, was utilized for the purpose of conveying the Western portion of the delegation as far as Chicago. Every detail was most carefully looked after and Mr. Reid informed us that it was one of the most enjoyable affairs in his business experience.

Mr. J. J. Bugee, the first manager of the Canadian Moline Plow Co., of this city, and at present in charge of the Missouri Moline Plow Co., of St. Louis, Mo., has been reappointed in charge of this branch, and will arrive here about the first of April. Unable to secure a photograph of Mr. Bugee we present for our readers' information a short sketch of his career in the implement business. His first experience was with the McCormick Harvesting Machine Co., in 1888, when he engaged as bookkeeper and cashier for their Minneapolis branch. In 1891 he was transferred to the same position in connection with the Omaha division, where he remained until 1894 when he entered the employment of Parlin, Orendorff & Martin Co., of Omaha, taking charge of the collections. Two years later he accepted a position as bookkeeper for the Nebraska Moline Plow Co., at Omaha. At the end of the year he was relieved of the books and given a position as general utility or emergency man, which place he occupied for a year, when he was appointed a regular traveller in Western Nebraska, which territory was just recovering from the panic of 1893 and 1894, and the drouths of '93, '94 and '95. Later he was appointed traveller for Western Iowa, where he remained a year. In January, 1900, he came to Winnipeg as traveller for the Minnesota Moline Plow Co., and to look after the transferring of their goods at this point. On the 1st of July following he established the Canadian branch of the Moline Plow Co., and managed it until February 15th, 1904, when he left to assume the management of the Missouri Moline Plow Co., at St. Louis, which charge he leaves to again become manager of the Canadian Moline Plow Co.

WHAT ONE LIVE DEALER SAYS ABOUT THE

"New-Way" Air-Cooled Gasoline Engine



Scottville, Mich., Dec. 29th, 1905.

The "New Way" Motor Co.

Dear Sirs,—The "New Way" Air Cooled Engines I have sold for you are giving the best of satisfaction. I have not been called to adjust any part of one of them. They are truly "Right and Run Right." I think they develop more than their rated horse-power.

I have the Trade coming my way. Your Engine is so simple. There is no water to freeze up and burst the cylinder. It is a pleasure to sell them.

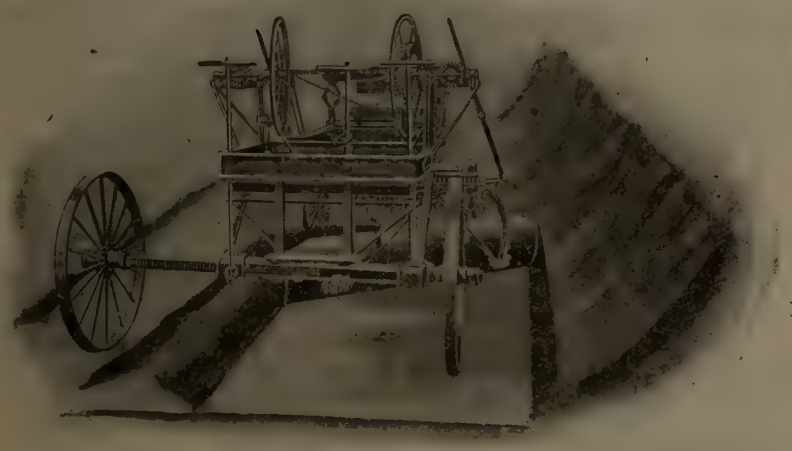
Yours truly,
T. D. SMITH.

Wouldn't It Pay You to Sell the "NEW WAY." We Want Agents.

Cooper Gasoline Engine Co.,

313 DONALD STREET, WINNIPEG, MAN.

MUNICIPAL AND CONTRACTORS SUPPLIES



The American Western Road Machine

——IS THE——

STANDARD MACHINE ON THE MARKET

——TO-DAY——

It is strongly constructed and embodies many features not claimed by by competitors and all of which are fully explained in a booklet to be had for the asking.

Wheel and Drag Scrapers

Are essential in Municipal and Railroad Work—and the selection of a "Good Article" is of vital interest to the purchaser. There are many qualities offered the Trade and the price is determined by the quality and carrying capacity.

LET US GIVE YOU QUOTATIONS.

THE FAIRCHILD CO., LTD.,

WINNIPEG.

Eight New Branches.

The Union Bank of Canada has opened new branches at the following points: Esterhazy, Sask.; Fillmore, Sask.; Lemberg, Sask.; Strassburg, Sask.; Swift Current, Sask.; Lacombe, Alta.; Minto, Man.; sub-agency to Boissevain, and Waskada, Man.. sub-agency to Deloraine. The extensive branch business of this bank places them in a position to offer exceptional facilities to clients.

Pluck Wins. It Always Wins.

"Fire away. Every knock is a boost", is the title of a clever cartoon that adorns the cover of a neat little pamphlet which has just been issued by the Frost & Wood Co., of Smith's Falls, Ont. This brochure contains a number of excellent photographic reproductions taken the morning after the big fire at their plant. On looking at these one is inclined to say "Pretty well cleaned out". The management admit it, but emphatically state that the conflagration has only made way for newer and better buildings and equipment. They are going to have the best that can be obtained both in the way of fireproof structures, and of a modern, up-to-the-minute equipment, which will turn out farm implements and machinery of the highest possible standard. Write to local offices of the company and secure copies of this pamphlet. It will interest you. When writing kindly do us a favor and mention Canadian Farm Implements.

A Worthy Effort.

We have just been favored with a copy of a handsome new catalogue recently issued by the Paris Plow Co., of Paris, Ont., and western headquarters in this city. This deals most extensively with their Success manure spreader, giving full and comprehensive details of its construction, etc. Considerable space is also devoted to their well-known line of plows. The typographical work on this catalogue is something of which those responsible for it have every reason to feel proud. A large number of fine ilustrations bring out very prominently the merits of the various articles listed. Another feature of this catalogue that should be both interesting and instructive to dealers is a few chapters devoted to a discussion of the "Values of Manure on a Farm". The company will be pleased to mail every applicant one of these lists. Address all letters to the Paris Plow Co., Winnipeg, and mention Canadian Farm Implements.

Hit Mail Order Houses.

The evils of catalogue or mail order house competition are becoming ever more and more fully realized by the implement dealers of the West. This rcognition is not due to the fact that dealers themselves are feeling the effects of such competition, but because they see the trouble it is causing among merchants in other lines in their own and surrounding towns. Anything that the trade can do to defeat the aims of these "parasites of legitimate business", is worthy work in a good cause. The following article taken from the Gazette News, of Bunker Hill, Ill., is of particular importance at this time, especially as the words forming the theme of the article were delivered by a prominent dairy expert in the employ of the Illinois Experimental Station. It says: "C. E. Lee, of Champaign, Ill., spoke to the farmers of Macoupin county at the Thursday morning session of the Farmers' Institute on dairying interests. He dwelt at length on the advisability of farmers buying cream separators, as they secure at least a third more butter fat from the milk than by the old-fashioned settling process of "raising" cream.

He cited that Iowa has nearly 50,000 hand separators in use and that Illinois was fast following this pace, and said that if every butter maker in this State had a separator that product would increase nearly a million dollars from the same amount of milk now "pailed".

Mr. Lee was asked the name of the separator he would advise the farmer to buy and replied:

"I am not at liberty to give my preference, for I am not selling separators—If I were to name a separator manufacturer either to you here in public or in private I would lose my position—but there is one thing I desire to warn you farmers against, and that is: of buying hand separators from the mail order houses. Don't do it—you will regret it. The machines do not give results, they do not last—they fall all to pieces. Our department receives hundreds of enquiries as to "What's the matter with my separator, it doesn't do this or doesn't do that", and I tell you gentlemen that in every instance when we ask them to name their separator it is a mail order house machine and almost worthless when it was new."

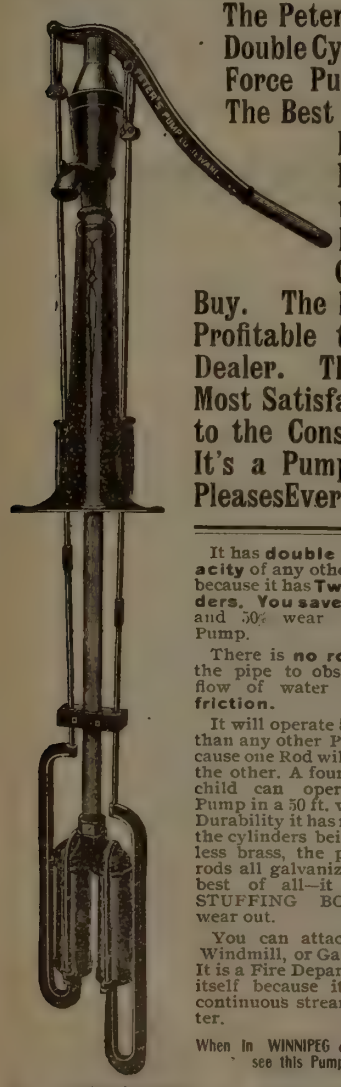
Mr. Lee spoke golden truths. It is the same with everything these houses sell. I know a farmer who bought a cheap hammer—almost as cheap as the local hardware dealer sold the handle—and he walked a mile into the field to fix his fence and the first blow of the hammer split the steel to flinders. He sent for another hammer, and still another, and another, and when he had purchased four different worthless hammers in four different orders, he went to the local dealer and bought one for half as much as the four cost, and he still has the hammer, and he tells me that when he began to look into the other stuff he bought he found it all as worthless as the hammer.

Readers, take Mr. Lee's advice. Leave these mail order houses alone. Lee is a man who has nothing to gain by his remarks. He is simply telling you what Illinois big Experimental Station knows—that is the reason the state sustains the station—to help you aright.

So, buy your separators of reliable home stores—buy everything of reliable home stores."

Wake Up Winnipeg!

The Toronto Industrial Exhibition Association have prepared plans and let the contracts for the erection of a building for the exhibits of agricultural implements and process of manufacture. This structure will cost in the neighborhood of $80,000.



The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your Pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

W. JOHNSTON & CO., Limited

Agents, WINNIPEG, MAN.

We want every Dealer to Investigate.

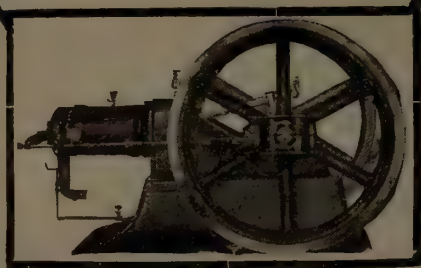
MANUFACTURED BY PETERS PUMP CO., KEWANEE, ILL.

THE **SIMPLICITY**

GAS and GASOLINE ENGINES

Every Dealer should get our Agency Proposition before contracting

They are demanded by every Farmer who has an opportunity to examine them in operation



MANUFACTURED BY

Western Malleable & Grey Iron Mfg. Co.

Milwaukee Wisconsin.

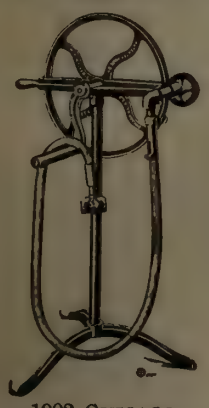
FOR

Joseph Maw & Co., Limited,

Winnipeg, Canada.

Right Now is the Time to Sell these Two Machines

THEY ALWAYS SATISFY.



1902 CHICAGO CLIPPING MACHINE.

1902 CHICAGO HORSE CLIPPING MACHINE,

STEWART PATENT

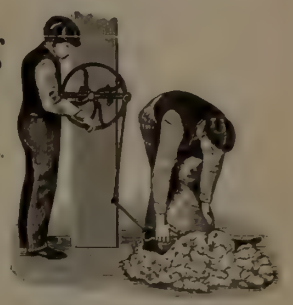
RETAILS IN CANADA AT ONLY $15.00

This is the best liked and most widely used of all Clipping Machines. It is the simplest, most strongly constructed, turns easiest and clips the fastest. It requires no experience to operate it.

Stewart's 1904 Sheep Shearing Machine

This Machine sells readily because one sold sells others. It pays for itself by the extra wool it gets over hand shears from the first 50 sheep shorn. It is simple and strong. It does not cut or hack sheep like hand shears.

RETAILS IN CANADA AT $17.00

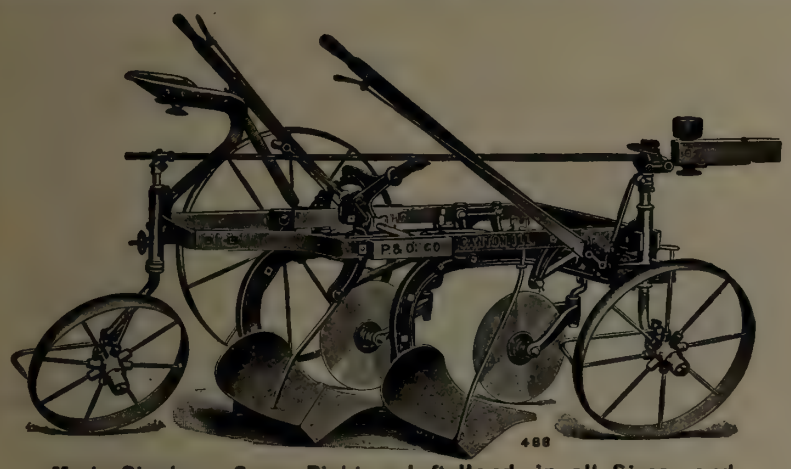


1904 SHEEP SHEARING MACHINE

You can Sell many of these Machines. Ask your Jobber about them and Write us for Catalogues and Selling Particulars.

CHICAGO FLEXIBLE SHAFT COMPANY,

237 ONTARIO STREET, CHICAGO.



Made Single or Gang, Right or Left Hand, in all Sizes, and with all Styles of Bottoms.

THE P. AND O. CANTON
DIAMOND PLOW

There is ONE FEATURE ON THIS PLOW that stands head and shoulders above any other riding Plow made anywhere, by anybody, at any price.

It is this—Its Special Controlling Rod provides for the rigid locking of the rear wheel when plowing, and the automatic unlocking of the same when turning a corner.

A square corner can be turned without touching a single lever.

Even the deviation of the team does not affect the true, straight path of the rear wheel and the plow.

In other words, you don't have to watch the Diamond Plow at all.

It works automatically in its changes. That saves worry.

This is but **ONE** point.

There are others equally as telling.

We know of no other plow so substantially put up.

We know of no other plow that does as good work.

We know of no other plow built of such staunch materials.

PARLIN & ORENDORFF CO., Canton, Ill.

W. JOHNSTON & CO., Ltd., WINNIPEG,

GENERAL AGENTS.

WE MANUFACTURE

STATIONARY GASOLINE ENGINES

Trip Hammers, Emery Grinders, Sawing Machines, Grain Grinders,

A FULL LINE OF WELL-BORING MACHINERY

Our No. 1 Machine is one of the most complete and automatic on the market.

Our No. 2 is one of the cheapest complete and successful working machines made.

WE GUARANTEE ALL OUR GOODS. **Write us for Prices and Particulars.**

THE BRANDON MACHINE WORKS CO., LTD.,

BRANDON, MAN.

Alcohol as a Substitute for Gasoline.

At present the use of alcohol as a substitute for gasoline in connection with mechanical purposes is receiving a great deal of attention in the United States, owing to the threatened exhaustion of the latter product. Many manufacturers of internal combustion engines in that country have been carrying on experiments with alcohol as a fuel, and it is generally regarded in every way equal and in some respect superior to gasoline. The only drawback to its adoption for engine running purposes is the prohibitive inland revenue tax the United States Government levies on it. With a view to overcoming this difficulty and having the tax either entirely removed or at least greatly reduced, when alcohol is used for mechanical purposes, manufacturers of combustion motors have placed a petition before Congress to that effect, and it is altogether likely the matter will be dealt with during the present session.

We give herewith a few extracts from a paper written on the subject of "Denaturized Alcohol for Farm Purposes", by Prof. C. J. Zintheo, of the U. S. Department of Agriculture. He says:

Ethyl alcohol, which forms the basis of all fermented liquors, is the oldest and best known of the whole group of alcohols, and is generally designated by the simple name, alcohol. It may be produced in various ways. It has been produced by boiling wood reduced to fibers and mixed with the dilute mineral acids. If it were possible to convert the whole of the cellulose of the sawdust into grape sugar, 220 pounds of air dried sawdust would yield at least 52.8 pounds of 50 per cent alcohol. The manufacture of alcohol from sawdust on a large scale can, therefore be made a success. Science enables us to employ an inexhaustible series of products of the soil, and has created a new source of riches for the agriculturist. The materials used in the production of alcohol are of two classes—those containing starch and those containing sugar. In the first class are included potatoes, corn, rice, barley, oats, rye and wheat. In the second class are sugar beets and molasses from sugar beets and cane sugar. The potato has been used for the manufacture of alcohol since the eighteenth century, and in many parts of Europe it constitutes the most important raw material for its production. Experiments to produce vigorous potatoes from seed and secure a high percentage of starch, which is of the greatest importance for the manufacture of alcohol, have met with very good success. Diseased potatoes, except when attacked by dry rot, can be advantageously utilized for the manufacture of alcohol because the chemical changes produced by the disease extend more to the skin and less to the starch.

Corn is extensively used for distilling purposes in the United States, Hungary and Italy. It contains 60 to 70 per cent of starch, and in addition about 11.5 per cent of sugar, and 4.8 per cent dextrin. By breeding and selection, the amount of starch in corn can be largely increased, thus making it an ideal cereal for the manufacture of alcohol for industrial purposes.

Barley, rye, oats, wheat and rice contain from 42 to 78 per cent of starch, which, when the price will permit their use, are valuable materials for the manufacture of alcohol.

In the manufacture of alcohol from sugar beets, the yield depends solely on the percentage of sugar. The selection of the best beets for distilling purposes is not of importance, and beets which can not be advantageously worked for sugar may be practicably utilized

BEFORE you PLACE your ORDERS for SPRING TRADE for

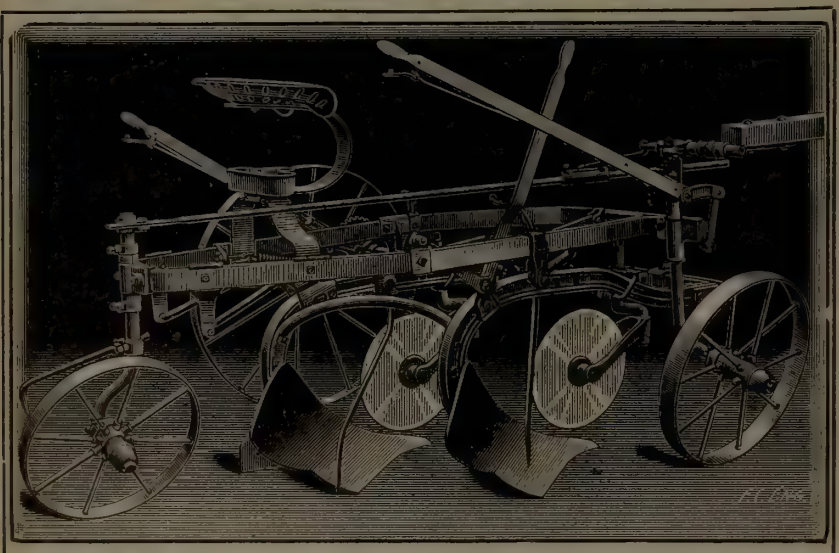
PUMPS, WINDMILLS, GASOLINE ENGINES, Etc.,

Write for our New Catalogue and Price List, it will help you and will save you money.

BRANDON PUMP & WINDMILL WORKS

H. CATER, Proprietor,

BOX 410. BRANDON, MAN.



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

THE Frost & Wood Company LIMITED General Agents,

WINNIPEG - - REGINA - - CALGARY

HOLDS FIRST PLACE

THE NEW

North - Western Limited

MINNEAPOLIS—ST. PAUL TO CHICAGO.

These trains are new throughout, with sleeping cars of new design—more strongly built, more comfortable, more luxurious ; free reclining chair cars and coaches have also been improved. All brilliantly illuminated by electric lights, providing the best train service in the world.

EXCURSION TICKETS

to Eastern Canada will be honored on the NORTH-WESTERN LIMITED

G. A. LEE, General Agent,
311 Union Bank Building;
Winnipeg.

THE NORTH-WESTERN LINE

for alcohol.

Molasses which remains as a residue in the manufacture of sugar, is utilized for the manufacture of alcohol. The percentage of sugar in molasses is about 50 per cent.

Of the raw materials containing sugar, which can be utilized in the manufacture of alcohol, are Jerusalem artichoke, the gigantic carrot, chicory, sorghum stalks and corn stalks.

The denaturization of alcohol is accomplished by mixing with the ethyl alcohol a small proportion of repugnant ingredients, which, while not injuring its efficiency for technical uses, render it unfit for consumption as a beverage. The denaturizing substances employed depend upon the use to which the alcohol is to be subsequently applied. They include pyradin, picolin, benzine, wood vinegar, wood alcohol, gasoline and acetone oil (derived from the grease of the wool of sheep), as well as other similar products.

For farm motors alcohol is a perfect fuel because of its complete combustion, the absence of its noxious odors, its uniform quality and its unlimited and universal sources. While it is true that the heat of combustion of alcohol is practically only half that of gasoline, yet twice as large a percentage of heat can be converted into useful work as in gasoline. And hence, point for point, alcohol is as efficient as gasoline. Only slight modifications of gasoline engines adapt them to the use of alcohol—a fact which is of much importance since an engine to be efficient and practical for general use must not be too highly specialized. Because of the greater elasticity of the charge after ignition, the stroke on an alcohol engine, to be most efficient, ought to be about double the bore of the cylinder. A high compression and a comparatively cool mixture should be attained, and a good spark, complete vaporization and a complete mixture of the charge secured. Alcohol of 90 per cent strength, with 10 per cent of water is usually employed. Wherever small engines can be used and a power safe in every respect is of value, the alcohol motor can be advantageously employed.

Within the past five years there has been a remarkable increase in the output of gasoline engines, and more particularly among the smaller sizes. When the fuel requirements of the engines of a rapidly growing automobile industry, in addition to an annual output of over 100,000 gasoline engines, is contemplated, it becomes a question of the most vital importance. The average percentage of gasoline in petroleum from all the oil fields of the world is less than 2 per cent, and this fact taken in connection with the constantly increasing demand accounts for the great increase in the price of gasoline within the past few years. The supply must eventually be exhausted. In view of these facts it seems apparent that through false economy the people may be deprived of a natural resource, which should be held a luxury.

The use of alcohol for fuel purposes would benefit the farm by producing an output for a great many starchy materials unfit for, or unnecessary to, consumption, and at the same time reduce the cost of motive power for farm work. The fact that all foreign countries have laws providing for free industrial alcohol and that alcohol is being successfuly employed by these countries for such purposes to the great injury of our own trade, is striking evidence of the wisdom and practicability of removing the tax on alcohol in this country. A law for this purpose will bring prosperity to the greatest body of our best and truest citizens, the American farmers, who will derive from their farm products of corn, wheat, potatoes and waste products, denaturized alcohol, by which they will be able to light and heat their homes, cook their food and drive their engines; which will furnish power for the farm implements, pump water for the cattle and for irrigation; as well as numerous other kinds of farm labor. Favorable action on a subject of such vast importance and one in which the need for action is becoming so acute, should not be long delayed by a government "committed to the protection of home industries". Every one who uses one or more of the thousand articles requiring alcohol in their manufacture; every one who is obliged to accept cheap and noxious substitutes which may be foistered upon him instead of alcohol, for legitimate purposes, and every one interested in the price of corn and other farm products of which alcohol may be manufactured, has a grievance against the present system of taxation now in force."

THE GREAT WESTERN
ENDLESS APRON
MANURE SPREADER

Should be on every farm whose owner expects to keep up with the times because it makes the manure go **twice as far,** and manure properly applied with a Spreader **increases the actual crop 25 per cent., increases the fertility of the soil,** replacing what your crop takes away, and **reduces labor** to a minimum.

THE GREAT WESTERN **has an Endless Apron** always ready to load and no small or weak parts to break or get out of order. No cranking back.

The **Wheels track,** the load is **evenly balanced** and the **horses hitched close.** This accounts for the Great Western being the **Lightest Draft Spreader** known.

A Non-bunchable Rake prevents chunks slipping through.

The Machine is **Strong, Simple, Well Made and Well Finished.**

DON'T FORGET

Our other lines of NORTH-WEST PLOUGHS, DRAG and DISC HARROWS, WAGONS, ROLLERS, PACKERS, WHEEL-BARROWS, STRAW CUTTERS, Etc.

The Wilkinson Plough Co., Limited.

TORONTO, ONT., or

STEWART, NELSON CO., LTD., WINNIPEG,

WESTERN REPRESENTATIVES.

Don't Overlook This.

We are indebted to the Geiser M'fg. Co., of Waynesboro, Pa., for a copy of their handsome catalogue regarding their threshing engines and separators. This catalogue is very well printed and the pictorial end of it has not been overlooked. As well as manufacturing threshing engines and separators this company make portable gasoline engines, portable circular saw-mills, pumps, drills and steam plowing outfits. They will mail a copy of this catalogue to any dealer on application.

The Clipping Machine Season.

From now on through April and May is the season for horse clipping, and as this practice is growing quite general among horsemen and farmers throughout the country, many dealers add a good number of dollars to their spring returns by handling clipping machines. These machines are now sold at such a reasonable figure that every man who owns a horse can afford one.

In districts where sheep are raised the sheep shearing machine is fast taking the place of hand shears. The machines get more wool and do not cut or hack the sheep.

See the advertisement of the Chicago Flexible Shaft Co., in this issue.

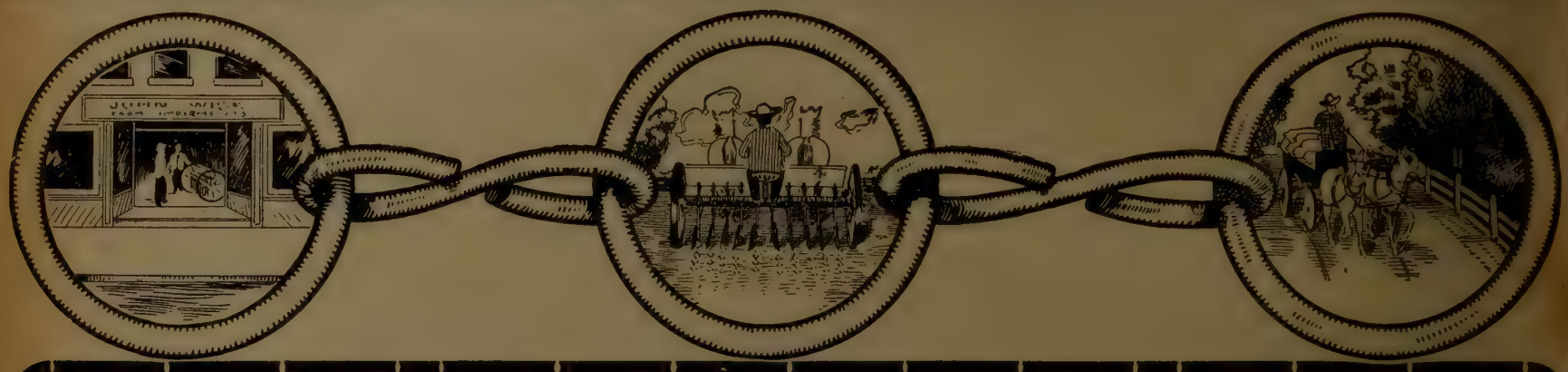
In a Bad Way.

"I think the seediest railway line in the world is the one that runs between——and——, out west," said a traveling man who recently returned from an extended trip. "We were crossing a stretch of prairie land near——, the train suddenly stopped for no apparent reason. After a wait of almost an hour the conductor came sneaking through the train, glancing furtively at the exasperated passengers as he passed. When he came to me he stopped and leaned down.

"Say," he said in a whisper, "have you got a piece of string? We want to fix the engine."

Get After It.

The annual descriptive catalogue of the Ann Arbor Machine Co., of Ann Arbor, Mich., is to hand. This contains numerous fine cuts of their different styles of hay presses, and is bound in a neat purple cover, which is printed with the words Ann Arbor in silver and Columbia Hay Press in red and silver, presenting a very attractive appearance. The company will be pleased to mail a copy of this to dealers who make application for it. When writing we would thank you to mention Canadian Farm Implements.



HOOSIER GRAIN DRILLS

The Hoosier Low Down Press Drill always gives perfect satisfaction.

We also make Hoosier Double Disc and Shoe Drills.

We make a Special Hoosier Single Disc Drill to meet the requirements of the farmers of the great Northwest. It is constructed upon the "zig-zag" "closed delivery" principle and will not clog in mud or trash. Its grain feed is positive and accurate and will sow any and all kinds of seed perfectly. It is as strong as steel and malleable iron can make a drill. It has duplex "chilled" bearings, is wonderfully light draft and free from neck weight. The Hoosier is easy on both man and team.

Send for Catalogue and Prices.

AMERICAN SEEDING MACHINE COMPANY,

CANADIAN DIVISION:

WINNIPEG, MANITOBA.

GREAT NORTHERN RAILWAY

THE WINNIPEG LIMITED

The Train of Ease, Elegance and Excellence

The comfortable way to go for a trip—south, east or west—superb equipment, observation, buffet, library car, standard and compartment sleepers.

Leaves C.N.R. Depot every day 5-20 p.m.; arrives in St. Paul-Minneapolis early the following morning.

Pleasant company, pleasant surroundings all the way.

R. J. SMITH, D. F. & P. A.,
447 Main Street, Winnipeg. Phone 195

S.S. "Dakota" sails from Seattle for the Orient March 12th, 1906

S.S. "Minnesota" sails from Seattle for the Orient April 29th, 1906

NORTHERN PACIFIC
YELLOWSTONE PARK LINE

WONDERFUL WASHINGTON

AND THE

PACIFIC COAST

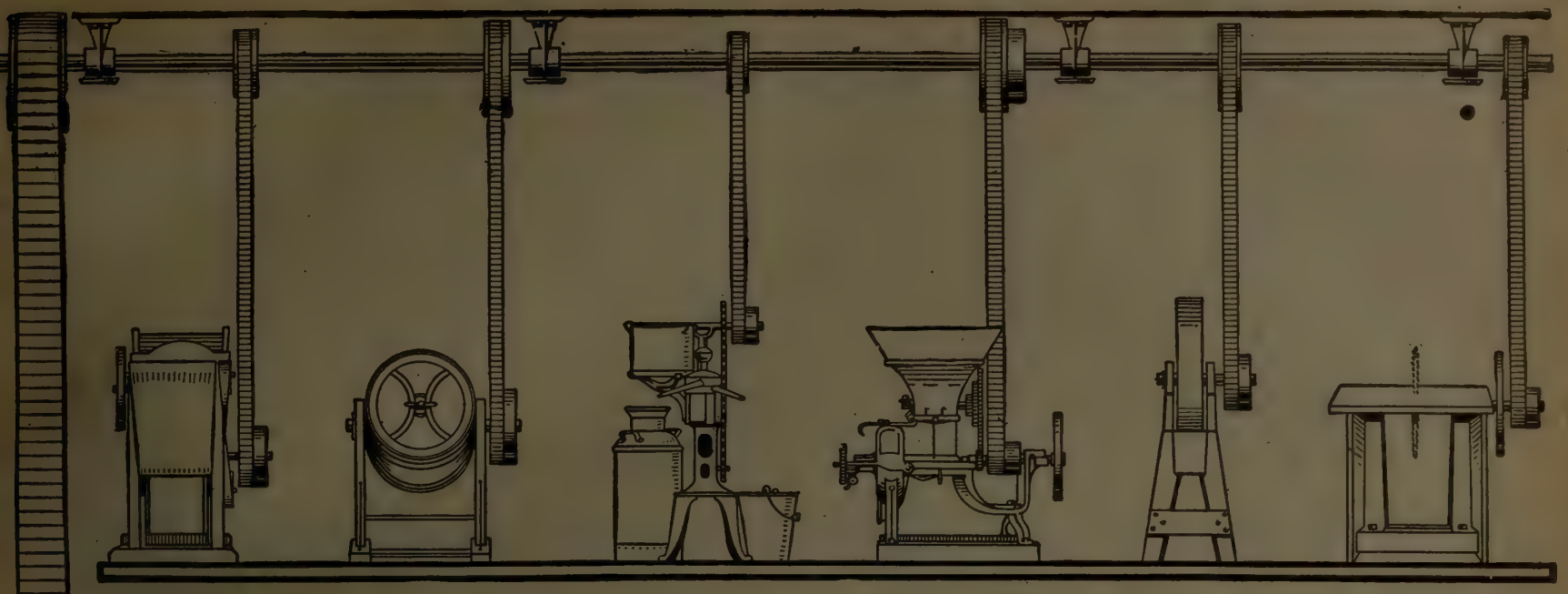
REACHED BY

NORTHERN PACIFIC RY.

LOW OCEAN RATES

FULL PARTICULARS ON APPLICATION

H. SWINFORD, General Agent, Phone 1446
R. CREELMAN, Ticket Agent, 341 MAIN STREET, WINNIPEG



DO NOT OVER-LOOK THE ENGINE TRADE!

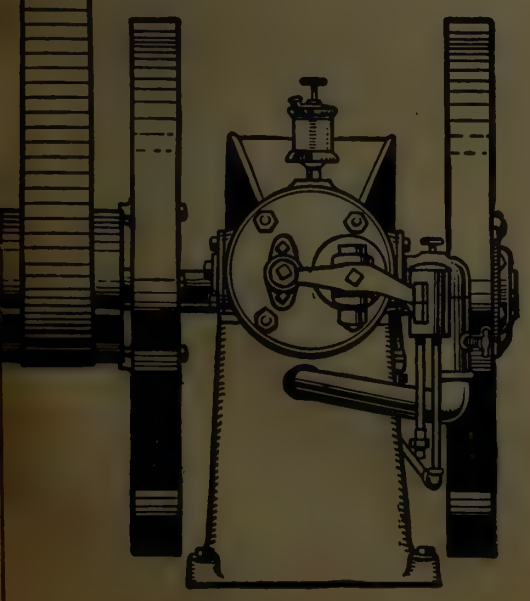
It will surely reach immense proportions during 1906, and **you cannot afford to neglect it.**

Here are the facts. The farmer has come to realize that the hundred and one back breaking jobs about the farm, which he and his family have been doing for years, can be more cheaply, quickly and easily accomplished with a gasoline engine than with any other form of power.

Now it is only a question with him as to which engine will do the work best. Show him the **right** engine—**show him the I. H. C. engine and you will make a customer,** because these engines have been designed by experts primarily to meet the needs of the farmer. They are simple—don't require the services of an engineer, they are durable and they use an almost insignificant amount of gasoline, less than a pint per horse-power per hour. **Besides they are always ready to work and they always work.** That's a great point with the farmer.

When you sell him an I. H. C. engine you know that he has an ever-ready source of cheap, practical power and the first time he starts and operates his engine he will know that you haven't told him **half** the good points of the I. H. C. engine.

We suggest that you write the general agent or see the blockman for particulars regarding the I. H. C. engine contract. You need this contract to get your share of the engine trade for 1906.



Built in the following styles and sizes:

Vertical—2, 3 and 5 horse-power

Horizontal { Portable— 6, 8, 10, 12 and 15 horse-power
Horizontal { Stationary—4, 6, 8, 10, 12 and 15 horse-power

CANADIAN GENERAL AGENCIES { CALGARY, LONDON, MONTREAL, OTTAWA, REGINA, ST. JOHN, N. B., TORONTO, WINNIPEG

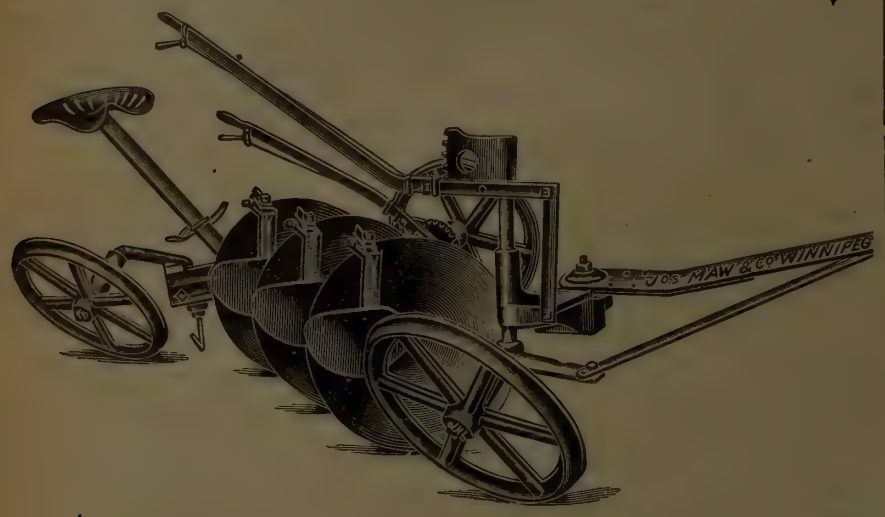
INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U. S. A.

Our DISC PLOW

If you only give it a trial will convince you that it will do ***better work*** with ***less draft*** than any other plow manufactured.



We Can Supply You on Short Notice Any Style of

BRANTFORD CARRIAGE

Also Lorne Wagons, Simplicity Gasoline Engines, Bissell Disc Harrows, Grain Grinders, Wood Saws, Pumps, Etc.

HOW ABOUT AN AUTOMOBILE?

"NONE BETTER THAN THE OLDSMOBILE."

Joseph Maw & Co., Limited,

WINNIPEG, CANADA.

WE HAVE

Just placed on the market our

XX RAYS BEAM HITCH GANG

Which is being extensively sold in this section. We have room for a few more good live agents. Call or write us to-day.

Many of our famous X and XX Rays Frame Hitch Sulkies and Gangs are in use in Northwestern Canada, but on account of the preference manyfarmers give to a Beam Hitch Plow we have produced their ideals in our

X RAYS Beam Hitch Sulky and XX RAYS Beam Hitch Gang

XX RAYS BEAM HITCH GANG.

Same as XX Rays Frame Hitch with the exception of being a Beam Hitch Gang. Beams will stand hardest of plowing—will not bend. Foot-Lift. 1000-Mile Axles. Write for circular.

When at Winnipeg call at our Agency. If our goods are not sold near you, write for the agency at once. There's good money in it.

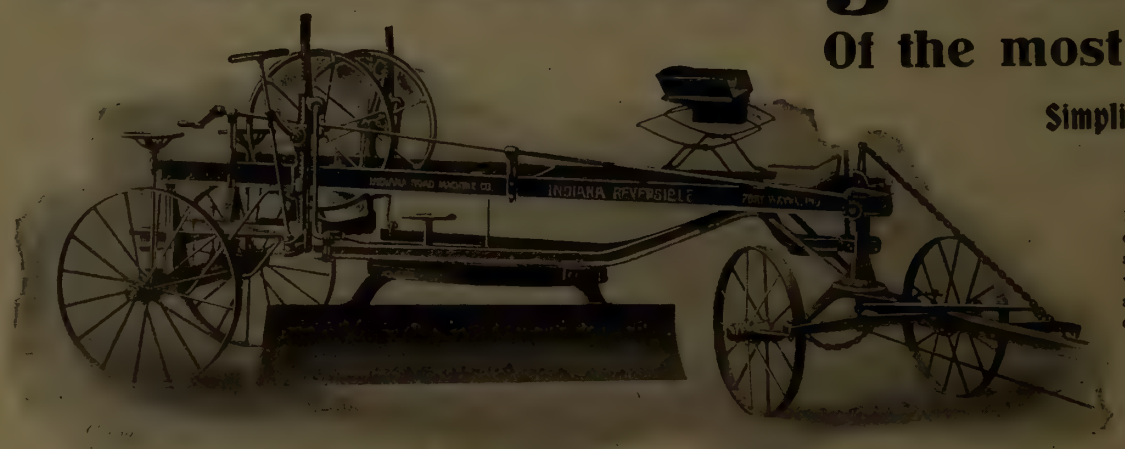
DAVID BRADLEY MFG. CO., WINNIPEG, MAN.

McRae Bldg., Cor. King and James Sts.

Home Office and Factory: BRADLEY, ILL., U.S.A.

Road Building Machinery

Of the most advanced type



Simplicity—Strength—Light Draft—Rapid Adjustment—Efficiency

Rear axles are telescoping and may be fitted to suit conditions of work being done. The operator's platform is low and all adjustments handy. Does the smoothest and best work. It is strong, of light draft, easy and rapid adjustment; and work cannot be excelled. The blade is 8ft. in length, can be swung clear around so that the back can be used for breaking up heavy clods of earth.

We have a full supply of all sizes of Wheel and Drag Scrapers, Railroad and Township Plows, Wheelbarrows, Stump Machines, and everything required for making good roads.

Send for illustrated Catalogues describing the different machines.

W. Johnston & Co., Ltd.

776 Main St., Winnipeg, Man.

CANADIAN FARM IMPLEMENTS

VOL. III, No. 4. WINNIPEG, MAN., APRIL, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

Head Office: QUEBEC.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,000,000
REST - $1,300,000

Andrew Thomson, Esq. - - - - President.
G. H. Balfour - - - - General Manager.

WESTERN HEAD OFFICE STAFF:
H. B. Shaw - - - Superintendent.
F. W. S. Crispo - - - - Inspector.
H. Veasey—P. H. Vibert-Assistant Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Carberry, Carman, Crystal City, Cypress River, Deloraine, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, (Winnipeg North End Branch).

SASKATCHEWAN.—Arcola, Carlyle, Esterhazy, Fillmore, Humbolt, Indian Head, Lemberg, Lumsden, Moose Jaw, Moosomin Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Calgary, Cardston, Carstairs, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat Okotoks, Pincher Creek.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch - - R. S. BARROW, Manager.

When You Draw Rein

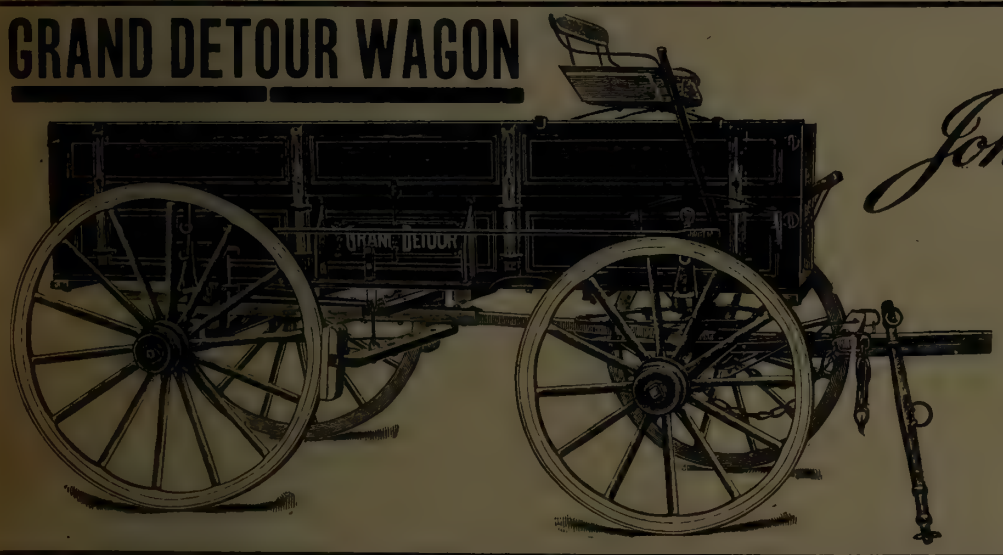
Be sure that the harness in your warehouse was manufactured by us. Our goods are made of the **BEST** leather, securely sewed. When you sell a single piece or a whole set of harness or other horse equipment you have made another satisfied customer.

Catalogues supplied to the Trade.

The GREAT WEST SADDLERY CO., Ltd.

WINNIPEG, Man. CALGARY. Alta.

GRAND DETOUR WAGON



John Watson Mfg. Co. LIMITED.

WINNIPEG, - - MANITOBA.

WE STILL HAVE
HARROWS
TO SELL
BOTH WOOD AND STEEL
"No one can give you a better deal"

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000
Offices throughout the civilized world. Correspondence Invited.
EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.
OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

Winnipeg Industrial Exhibition

JULY 23 TO 28, 1906.

A. W. Bell, Manager. G. H. Greig, President.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

Tell us all about your requirements and ask for our 1906 Catalog.

CLARE & BROCKEST

246 Princess Street Winnipeg, Man.

GET THE
WINDMILL TRADE

IT IS A PROFITABLE LINE

Sectional Cut of Power Mill.

"IDEAL" Steel Windmills

SECURE THE BUSINESS

There are more **IDEAL WINDMILLS** in use in Canada than all other makes combined, which is the highest possible guarantee of the quality of the **Ideal Windmill.**

DRAG & WHEEL SCRAPERS

We carry a full line of

Columbus Drag and Pressed Bowl Wheel Scrapers.

Let us know your requirements.

OUR PRICES ARE RIGHT.

Cockshutt Plow Co., Limited,

Factory: BRANTFORD. **WINNIPEG.** Western Branches: REGINA, CALGARY

CANADIAN FARM IMPLEMENTS

Vol. III, No. 4. WINNIPEG, MAN., APRIL, 1906. SUBSCRIPTION PRICE { Per Copy, 5c / Per Year, 50c

U. S. Wagon Manufacturers Adopt an Official Warranty Form.

Guaranty to Cover Six Months from Sale to Consumer.

The National Wagon Manufacturers' Association of the United States has recommended to its members, as well as all other makers of farm, freighting and teaming wagons in that country, the adoption of a standard form of guaranty against defects in material and workmanship, and also a blank form for the filing of all claims under the warranty. These forms are reproduced herewith.

It is the desire of every honorable manufacturer to protect the users of his product against such errors his employees may make in the selection of materials or carelessness in construction, but it has always been a difficult matter for the manufacturer and consumer to agree on the correct measure of justice, and the dealer who has occupied the position of adjudicator has not been happy, as his authority given by a variety of warranty forms and uncertain precedents made it difficult for him to decide in a manner that would be considered right by the contestants.

A dealer may handle a wagon one season, under certain conditions of warranty, but may change his line the following year and find the warranty entirely different on vital points. The adjustment of repair claims has been a growing source of annoyance to the dealer, and with the increasing variety of uses wagons are put to, the improvement in roads and horseflesh, causing the hauling of heavier loads, has made the repair account of every manufacturer of considerable importance. It was therefore deemed wise by manufacturers, jobbers, dealers and consumers that a few plain, simple rules be laid down that would point out a just way to settle differences of opinion and more clearly give the parties in interest their rights.

Let us look into this form. It is issued in triplicate to insure a clear understanding of the conditions of warranty between manufacturer, dealer and consumer, avoiding all misunderstandings that usually come from partly written and partly verbal promises. It also gives the manufacturer a record of the transaction and enables him to do justice to the consumer, in event of his removing to some other location, or in case the dealer discontinues business. It gives the dealer an easy reference to the date of sale, etc., when demands are made of him for repairs. For the consumer, his copy gives him the right to claim repairs at any agency where the same make of wagon is sold.

The time or life of warranty has been changed to read "six months from date of sale to user," which is equivalent to anywhere from nine months to over a year from the time the wagon leaves the hands of the manufacturer. It has also been found that a very large percentage of just claims for replacements are made within ninety days of the purchase of the wagon, and by four or five months' use the wagon has been thoroughly tried out, so that claims filed after that length of time are largely of a doubtful character and are frequently disputed because of accidental breakage or abuse in some manner. The manufacturer believes he is protecting the interests of his jobber and dealer as well as his own in fixing the time limit of warranty at six months from date of sale to the consumer, for not only will the records of the matter be easier to keep, but it will prevent the filing of a large percentage of over-due or unjust claims.

It will be observed that the manufacturer retains the option of either replacing the defective parts with new ones or instructing that repairs be made at place of sale by allowing the dealer an amount equal to the price he would charge the dealer for a new part. This clause protects the consumer from unnecessary delays that would occur in the exchange of parts from distant points. The requirement that the claims for repairs or replacements shall be made promptly to dealer (or factory) by the consumer, and the broken part delivered, is a most reasonable one and really constitutes all the manufacturer asks of the consumer in exchange for the protection he affords him.

The claim blank is supplied in quantity to the dealer and amounts to nothing more than a straight, honest statement that the breakage occurred through defect and not by abuse or accident—no claimant whose cause is just will object to making such a statement, but a large percentage of doubtful and unjust claims will not be made. The requirements of the dealer to send back to the factory broken parts when requested to do so in a specified manner, also to present all repair claims to factory within sixty days, is no different than

---

ORIGINAL

To be sent to the factory when sale is made.

WARRANTY

This wagon is sold and purchased under the following conditions of Warranty: That it is well made, of good, thoroughly seasoned material and of sufficient strength to carry the weight mentioned in our catalogue. Should any breakage occur within six months from date of sale to the user, resulting from workmanship or material clearly defective new parts will be furnished to the dealer free of charge (except where defects are small and can be repaired at less cost) or, at the option of the factory, an amount equal to the price charged the dealer will be paid in cash.

In no event will the manufacturer be held liable for any damages other than replacing or repairing without charge, defective parts as above stated.

All claims under this warranty must be made by the purchaser in writing on blanks furnished by the manufacturer to the dealer from whom the wagon was bought within five days after the defect was discovered by the purchaser, and the parts claimed to be defective delivered to the dealer and held by him subject to our order. In event of purchaser changing place of residence, report can be made to any dealer handling this make of wagon or to manufacturer direct.

When broken or defective parts are requested returned to the factory, they must be plainly tagged, stating from whom shipped, and letter with bill of lading enclosed, written us giving date of sale, to whom, the size of the wagon, and full information as to the usage of the wagon and cause of breakage. Claims for parts returned to factory or for cash paid by the dealer for repairs must be sent to the factory within sixty days from date of allowance by dealer.

Seat springs are not warranted, as they are thoroughly tested before leaving factory.

This warranty shall not cover the splitting of wagon box sides and ends, the checking of hubs, nor the bending or springing of iron, steel or tubular axles, nor wagons that have been loaded beyond their capacity as given in our catalogue.

One copy of this warranty must be sent to the manufacturer promptly, and this warranty is not binding unless the terms under which the wagon was purchased from dealer have been fulfilled.

BLANK WAGON CO., EVERYWHERE, U. S. A.

Date of sale ..... 190 Size ..... Our Catalogue Capacity.....lbs.

.....Dealer. Post-office.....

.....Purchaser Post-office.....

[To be signed by both dealer and purchaser.]

Form of Warranty On Farm Wagons Adopted By National Wagon Manufacturers' Association—Printed in Triplicate, One Copy Each for Manufacturer, Dealer and Purchaser.

CLAIM FOR NEW PARTS OF WAGON TO REPLACE BROKEN PARTS.

I,..... .....of....., in the County

of.....State of....., hereby state, ON

HONOR, that the breakage of the following described parts, ...;..

of .....Wagon, which bears the serial number.....on

its rear axle, and which I purchased from .....of.....

.....on the .....day of..... ..190 , was

not due to my fault, or to the fault of any person in my employ, or to that of any other person who has been using the Wagon; and, further, that the breakage was not the result of any accident.

I further state, ON HONOR, that the Wagon has never, at any time, while I have owned it, been loaded with weight exceeding.....lbs., as provided in the Warranty I hold upon it.

In my judgement the breakage was due, either to defecive material, or bad workmanship, and cannot properly be attributed to any other cause, and I believe it just and right that the broken parts should be replaced as provided in the warranty.

I will deliver the broken parts to .....at.....

store in.....to be shipped back to factory upon receipt of new parts to replace them.

WITNESS my hand at.....this..... .....

....day of.....190 .

Purchaser.....

Claim Blank for Free Repairs on Farm Wagons Adopted By National Wagon Manufacturers' Association.

many factories require now is simply a rule to keep all repair claims moving until disposed of, leaving no old scores to adjust later.

The manufacturer has provided protection for the dealer in this warranty by requiring that the user comply with the terms of purchase from the dealer before the warranty becomes effective. The present forms were, prior to their recommendation by the association, submitted to wagon manufacturers throughout the country, meeting general approval and a signified willingness to make use of them if put in force by a majority.

It is expected that these forms will become effective July 1.

E. W. McCullough, Secretary.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE.
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER;
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at entennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

Substitutes for Popular Vehicle Woods.

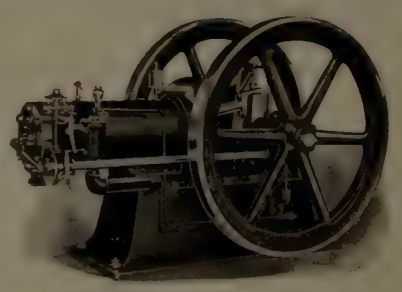
With a view to determining the value of certain woods as substitute for the popular woods used in connection with vehicle construction, which are considered by many as indispensable, and which are becoming scarce, the Forestry Bureau of the United States Department of Agriculture has been conducting a series of investigations. A bulletin that they have just issued on the subject says: "It appears that in spite of the fact that the more popular woods are becoming scarce enough to make the use of substitutes in some cases imperative, the trade is largely tied down by unfounded prejudices in the minds of the consumers against the use of substitutes. And these prejudices, which manufacturers would now often be glad enough to overcome, are in some degree due to their own efforts, under the stress of competition, to create and strengthen a demand for the very woods which the depletion of supplies renders it more and more difficult to obtain. For years the maker of vehicles and implements made a point of the fact that his wares were constructed only of certain kinds of wood, and the consumer has been lead to believe that these kinds, and only these, are the best. Now that other kinds must be used, the consumer, who has been an apt scholar, still insists on having the old favorites.

"Under these peculiar circumstances many manufacturers have chosen perhaps the only course open to them—that is, they have used substitutes without taking the consumer into their confidence. And in so doing they have been justified not only by the pressure of competition and the scarcity of supplies, but also by the excellent results which have been given by the new woods. The consumer, however, who feels that he has been tricked when he discovers what has been done, is likely to be indignant. When he finds, for instance, that the box of his buggy or wagon, which he took to be poplar, is not poplar at all, but spruce, red fir, cypress, cottonwood or red gum, he at once complains to the retailer. In this way he learns for the first time that a large percentage of so-called poplar vehicle bodies are actually made of one or other of these unfamiliar species. In the implement trade similar conditions obtain, though not in the same degree. To facilitate the introduction of legitimate substitutes it therefore seems necessary to put the matter to an open trial, and, by removing popular fallacies, to enable manufacturers to offer in good faith a product which will bring a reasonable profit without falling short in utility.

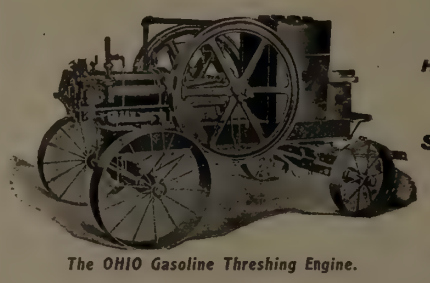
"One of the means which the forest service has worked out to try the real serviceability of the new woods is a plan by which certain lumber producers and manufacturers have agreed to lend their co-operation. The producers will furnish, without cost, the woods which give the best promise of meeting trade requirements, while the manufacturers, as their share in the demonstration, will convert these woods into parts of vehicles. The vehicles will then be given out to the trade, each part clearly marked with the name of the wood from which it is made, so that it may be openly tested in practical use and compared from all points of view with its favored predecessors.

"In addition to this trial, the forest service has arranged for a series of laboratory tests of manufactured parts of vehicles to determine the relative strength of the newer woods and their suitability for use in vehicle construction. Keen interest in these studies has been shown by makers of vehicles and implements. A circular setting forth the scope and results of the work, together with such recommendations as the service has to make, will be published."

"Ohio" Gasoline Engines



The OHIO Stationery Gasoline Engine.



The OHIO Gasoline Threshing Engine.

THE BEST FOR THE WEST.

The **OHIO** leads all competitors because of its

EFFICIENCY, DURABILITY, SIMPLICITY

It is a model of strength and convenience and is a **sure winner** for the Dealer.

HIGHEST AWARD GOLD MEDAL AT ST. LOUIS EXPOSITION.

SAFES AND VAULT DOORS
Full Line of General Machinery.

Write us for Catalogue and Full Information.

Burridge Cooper Co., Ltd.,
152 Henry Ave. East., WINNIPEG.

NONE SO GOOD AS THE UNLESS MADE LIKE The

MOUNT FOREST CARRIAGES

PATENT REMOVABLE BOTTOMS ON ALL BUGGIES.

Their Popularity is the Result of the Care Used in the Construction.

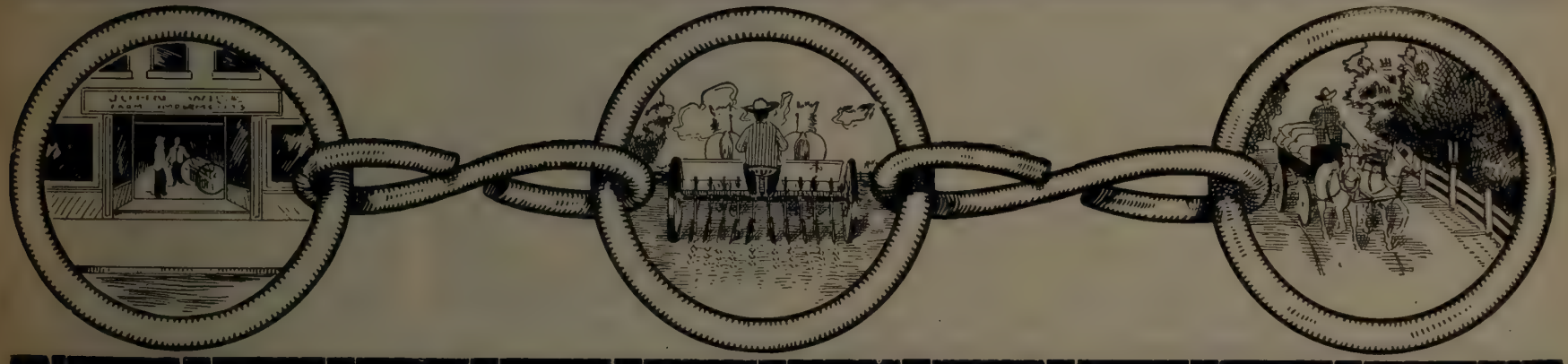
Made of the best selected Hickory and nicely finished they sell at sight and please your Customer.

If you have already contracted get a couple of Samples and compare them with what you are handling.

That is all we ask. Results will follow.

A. C. McRAE, GENERAL AGENT,

COR. KING AND JAMES STREETS, WINNIPEG.



HOOSIER GRAIN DRILLS

The Hoosier Low-Down Press Drill always gives perfect satisfaction.

We also make Hoosier Double Disc and Shoe Drills.

We make a Special Hoosier Single Disc Drill to meet the requirements of the farmers of the great Northwest. It is constructed upon the "zig-zag" "closed delivery" principle, and will not clog in mud or trash. Its grain feed is positive and accurate and will sow any and all kinds of seed perfectly. It is as strong as steel and malleable iron can make a drill. It has duplex "chilled" bearings, is wonderfully light draft and free from neck weight. The Hoosier is easy on both man and team.

Send for Catalogue and Prices.

AMERICAN SEEDING MACHINE COMPANY,

CANADIAN DIVISION:

WINNIPEG, MANITOBA.

Instil Purchasers with Confidence.

When a farmer buys an implement or vehicle from a dealer he likes to have the latter take as much interest in him after as before the sale. Nothing gives him greater gratification than to have the seller enquire what sort of satisfaction he is having with his purchase after it has been in use for some time. There is no method by which the dealer can pave the way for future orders better than by such enquiries. It instils confidence into the mind of the farmer, makes him the dealer's friend, and, in all likelihood, a permanent customer.

Too often dealers are prone to believe that if the purchaser does not get an article to his satisfaction he will bring it back and lodge a complaint. Admittedly, this is generally the case. But there are exceptions to every rule, and there is to this. Frequently men are met who prefer to suffer some loss rather than make a fuss over the matter. They feel, however, that they have not received all they paid for with the result that their next purchases are made elsewhere. This sort of a thing is ruinous to the trade of any dealer. It is just as important for the dealer to hold a previous customer as it is that he should secure a new one. Had he taken the trouble to find out how his purchaser was suited it is quite likely he never would have lost him.

While the first order is generally the most difficult to get, by securing it no dealer has the right to assume future orders are assured. The farmer is an independent buyer, and can get his goods where he likes. There is little profit in one-time sales, and no business in implement and vehicles can be built on such a basis. The dealer who would make the greatest success must pay as much attention to previous customers as to prospective buyers. If he takes an interest in the goods he sells, makes right any defects in his wares, shows his customers that he desires to sell only goods of the best quality that will give the best satisfaction he has taken a long stride on the road to success.

New Ruling re "Owner's Risk."

It is understood that the Rail way Commission will very shortly issue an order dealing with goods carried at "owner's risk." As the result of a joint conference between the members of the Commission, members of the Canadian Manufacturers' Association and representatives of the railway companies, held recently, they have come to an agreement whereby "owner's risk" must be clearly defined in each bill of lading. It has been decided that such risk will not include carelessness on the part of the railway company or its employees. The company will be held responsible for all such damage. Under the new schedule it has been settled that some two hundred odd articles shall be removed from "owner's risk" classification, and placed under "carrier's risk." Under the new ruling if a shipper of goods in the remaining classes desires to have them forwarded under "carrier's risk" he will only pay a 25 per cent. advance instead of 50 per cent. as heretofore. Manufacturers of cream separators, who recently petitioned the Commission for lower freight charges on their wares, will be able to ship at reduced rates under the new classification.

Outlook is Not Bright.

The outlook for the coming season is by no means assuring. The extreme difficulty experienced by agents in collecting their accounts and the small margin of profits which has recently come in vogue in the trade is bound to make thoughtful men pause and consider before they place a big contract or enter into any stock-holding arrangements. Among harvesting machinery firms especially was this felt last year, and in consequence the tension between employer and representative was in many cases very acute. Representatives of harvesting machinery firms are likely to have a rough time of it this coming season, says the Agricultural Implement & Machinery Chronicle, of London, Eng.

Handle a Cream Separator.

Of all the machines invented for the use of the dairy farmer, no matter on what scale he is carrying on his business, there is none that created such a revolution in dairying methods as has the cream separator. During the past few years it has been frequently demonstrated that this machine is indispensable to the economic and sanitary operation of the dairy farm.

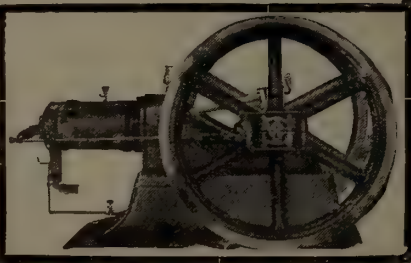
From the standpoint of economy there are many things that must be considered, the principal of which is profit. Every dairyman and farmer, engaged in the keeping of cows for milking purposes, is in the business for the money that it will bring him. Profit is the basis of his, as well as of every other, business, and in order to have the greatest possible return on his investment it is compulsory that he purchase machinery that will reduce his expenses to a minimum.

It is simply absurd for anyone to claim that the dairying industry was not profitable until after the invention and general introduction of the cream separator. Such

THE SIMPLICITY
GAS and GASOLINE
ENGINES

Every Dealer should get our Agency Proposition before contracting

They are demanded by every Farmer who has an opportunity to examine them in operation



MANUFACTURED BY
Western Malleable & Grey Iron Mfg. Co.
Milwaukee Wisconsin.
FOR
Joseph Maw & Co., Limited,
Winnipeg, Canada.

Sell U.S. Cream Separators

The continued high price of butter is booming the Dairy business. But to make the greatest profit from his cows every farmer needs a cream separator. The returns from last season's crops have given most farmers the cash to buy one.
What they want to know is "Which is the best separator?" It's easy to prove that the Improved

U. S. Cream Separator

is the answer.
Its simple, clean skimming bowl; its strong, enclosed, self-oiling gearing; its low. easy-to-fill milk tank are points which catch the farmer's eye, and lead him to **buy.** These points should interest **you** too, Mr. Dealer, because they mean quick sales, and a whole lot of free advertising by satisfied users—the best kind of advertising, by the way.
There are farmers who deal with you regularly, who would buy a U. S. Separator if they could look one over in your store.
We would like to put one there under the guarantee that it will satisfy you. We want to explain our proposition fully. Write us now while you have the matter in mind. A two cent stamp may mean many dollars in profits to you later on.

VERMONT FARM MACHINE CO.,
Bellows Falls, Vermont.
Prompt deliveries from eighteen centrally located warehouses in the U. S. and Canada.

a statement is not in accordance with the facts and is altogether erroneous and misleading. Dairying always has been and undoubtedly always will remain a profitable vocation under average conditions, but with the advent of the cream separator its value has been greatly increased and the coming into common use of this machine has resulted in improving the business generally. Particularly is this true in the case of the small farmer who is keeping only a few cows.

The separator long ago established itself as a farm implement of thoroughly practical utility. It has made the handling of milk a pleasure and has increased the value of the dairy cow at least thirty per cent. It has awakened many a farmer to the great possibilities of the dairying industry and has converted many a worn out tract of land into a productive farm. Labor has been greatly lessened by its use and the work has been performed much more satisfactorily. From the sanitary standpoint there is no comparison between the new methods and the old, and the credit for the great improvement that has been made along this line is unquestionably, in a great measure, due to the general use of the cream separator.

Each year marks a tremendous growth in the sale of this machine, and yet there are scores of dealers throughout the West that are not handling one or other of the standard makes. Recently in conversation with a Manitoba dairy expert he said to us: "If I kept but one cow for milking purposes I would purchase a small hand cream separator and the investment would eventually be a profitable one for me." Now, while we do not go on record as advising the dealer to try and sell a separator to every owner of a single cow, for the reason that he will in most cases fail, still we firmly believe with the gentleman referred to above, that the investment would "eventually" be in the best interests of the buyer. There is scarcely a farmer in this country keeping only one cow. Most of them have a half dozen, at least, so that the separator agent has a large field in which to operate.

Spring is now with us bringing the "separator selling time" of the year. Of a surety this machine is a good and ready seller at all seasons, but it has been shown time and time again that it is during spring and early midsummer that the dealer can dispose of the greatest number. Every dealer should add a separator to his selling list providing he has not already done so. The different companies manufacturing the highest grade machines are most liberal in their terms. It is their desire to have their business transacted through the medium of the implement dealer, and they give him every protection and all the aid possible in making sales.

A Minnesota dealer recently informed the publishers of one of our most prominent exchanges that he had sold six hundred cream separators since he added that line to his business only two years ago. First he became fully acquainted with the particular make of machine he was handling, then by persistent and intelligent advertising and soliciting he accomplished this remarkable result. He recognized the growing popularity of the hand separator and saw in it a machine bound to be of the utmost value to the farmer. Now, while it is not likely that a dealer could duplicate this performance in this territory in two years, owing to the facts that the country is much more sparsely settled than is Minnesota, and dairying is not carried on as extensively here as there, still, with the growing attention that is being paid to the keeping of milk cows, the future is full of possibilities.

The dealer who is not handling a standard separator is allowing good business, to say nothing of money, as well as trade in other lines, to slip from his grasp. The man without some high grade machine should get into touch with the manufacturers. At least investigate the merits of their proposition. See what kind of profit they can make for you, then show them the kind of profit you can make for them.

A Wagon Catalogue.

Some time ago we received from the Jackson Wagon Co., of St. George, Ont., a copy of a very neat little catalogue issued by them, the pages of which are filled with numerous nice illustrations of the various styles of wagons and sleighs manufactured by them. It also contains a number of testimonial letters regarding their products. The fine new factory of the company at Galt, Ont., is now nearing completion and they expect to occupy it at an early date. A copy of the catalogue will be mailed to any dealer on receipt of request. Address all postcards or letters to the Jackson Wagon Co., St. George, Ont., and kindly mention Canadian Farm Implements.

MELOTTE

CREAM

Separators

Wear Longest

Because their construction is most simple and friction reduced to a minimum.

Profitable to the dealer. A money maker for the farmer.

Write us today

and secure the agency for the most satisfactory Separator on the market.

The MELOTTE CREAM SEPARATOR Co., Ltd.

124 PRINCESS STREET

P. O. BOX 604. WINNIPEG.

Buying Gold Dollars for Fifty Cents

is a risky investment and upon investigation what looked like a genuine dollar will generally be worth about it's own weight in brass.

Buying $100.00 Separators for $50.00 is likely to prove equally disappointing, for if the machines are worth catalogue price, the competition with De Laval superiority could scarcely have forced the Manufacturer to cut it in half.

Now that the Manufacturer admits his machine to be worth but half list price, it seems fair to assume that unprejudiced persons would rate its value even less—**They do.**

De Laval Separators are High-Grade and Last a Lifetime

THE DE LAVAL SEPARATOR CO.,

14 and 16 PRINCESS STREET, WINNIPEG.

MONTREAL TORONTO NEW YORK CHICAGO PHILADELPHIA SAN FRANCISCO.

Regina.

Alderman P. Cooper, manager of the Frost & Wood Co., was in Winnipeg for a few days a short time ago.

Mr. T. Wilkinson of the Fairchild Co. here, paid a visit to Moose Jaw and Caron a short time ago.

Mr. E. A. Mott, manager of the Cockshutt Plow Co., Winnipeg, made a flying trip to this city on business recently.

Mr. J. E. Ruby, manager of the Frost & Wood Co., Winnipeg, was in Regina on business a short time ago.

Mr. Joseph Glenn, implement dealer at Indian Head, who recently sold out, has decided to open up again at Grand Coulee, Sask.

Local shipments of goods from Regina during March were the largest on record, dealers finding it difficult to get enough goods to fill orders.

The American-Abell E. & T. Co. are improving their premises here. They are erecting new platforms and fixing up their place generally, and report increased business so far this season.

Mr. F. J. Walsh, of the firm of Walsh & Co., Moose Jaw, visited this city recently. This firm have taken over the business of Green & Good at that point, and will conduct it at the old stand.

Scott & Thompson have taken over the implement business of the late firm of Scott & McKerlie, Davidson, Sask. This step was necessary owing to the untimely death of Mr. McKerlie sometime ago.

Mr. H. H. Kohlman, of the Fairchild Co., at this point, has just completed an extended trip along northern lines in the interests of his firm. He was absent about three weeks, and reports a brisk demand for all kinds of goods.

Among the numerous implement dealers who visited Regina during the past month were the following: J. M. Hackney, Rosthern, Man.; Jas. Smith, Qu'Appelle; S. Taylor, Yellow Grass; M. White, Sedley; Wm. Pells, Girvin; E. W. Stees, Caron; G. A. Scott, Davidson; and several others.

Mr. D. J. Taylor, local manager of the Cockshutt Plow Co., was in Winnipeg about the end of March owing to the serious illness of his wife. It is Mr. Taylor's intention to have his family move to town at an early date and take up their residence in a valuable house which he recently purchased.

Some men get opinions as boys learn to spell,—by reiteration chiefly.—*E. B. Browning.*

Calgary.

Mr. W. G. Hunt, manager of the Massey Harris Co., spent a few days recently in Southern Alberta on business.

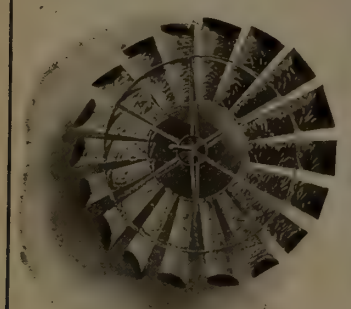
Mr. J. P. Minhinnick, general agent for the Wood & Frost Co., has just returned to the city from a two weeks' trip throughout the Edmonton territory.

Mr. A. Brookbank, the new manager for the International Harvester Co., in Alberta, has arrived and is fast getting in touch with his new surroundings.

The rush of settlers still continues and business in the implement line is unusually brisk. As a result most of the jobbers are experiencing difficulty in obtaining goods to supply the demand.

Seeding operations are well advanced throughout Alberta, particularly in central and southern districts. The fall wheat is reported looking well and if the weather man continues favorable, 1906 will be a banner year for all Alberta.

Mr. F. Archer of Archer & Simpson, agents for the Frost & Wood Co., at Innisfail, and Mr. P. Grasse, the Massey Harris Co.'s agent at the same place, visited the



WAKE UP!

LIVE DEALERS WANTED TO HANDLE

CATER'S STOCK PUMPS
CHARTER GASOLINE ENGINES
CATER'S STAR WINDMILLS

Brandon Pump and Windmill Works,

BOX 410. BRANDON, MAN.

Reference—BANK B.N.A.

SUPERIOR

"THE NAME IS A GUARANTEE OF EXCELLENCE"

There's nothing "experimental" about the Superior Drill. It always satisfies the farmer, because it does his work the way he wants it done. Look at its strength. Superior Drills have many exclusive SUPERIOR labor-saving features.

SUPERIOR DRILLS are well named. The NAME tells a True Story.

SUPERIOR DISC HARROWS ON WHEELS give Agents a monoply on the best Harrow proposition in the world. It is the only Harrow in the world that rides on its own wheels. Easy to manage as a road cart.

The Superior Northwest Single Disc "Closed Delivery" Zigzag Drill. The Drill that plants for Profit.

WRITE FOR CATALOGUE AND SPECIAL AGENCY TERMS.

AMERICAN SEEDING-MACHINE CO.

CANADIAN DIVISION, WINNIPEG, MANITOBA.

city for a few days during the past month. Both report business as excellent in their district.

Mr. H. Munro, of the firm of Munro, McIntosh Carriage Co., of Alexandria, Ont., spent several days here recently, and while here we understand he completed arrangements for a site upon which to erect a large warehouse and office building. This site is located on Main Street opposite the Queen's Hotel. It is their intention to push business in Alberta harder than ever. It is also stated that they have concluded arrangements for transferring of their goods at Edmonton.

Mr. L. T. MacDonald, manager of the American-Abell Co., at Regina, accompanied by Mr. P. A. Scott, also of Regina, spent some days in the city recently. Mr. Scott has been given charge of the province of Alberta for the American-Abell Co., and they will open up an office here immediately. As soon as proper and satisfactory arrangements can be made, the company will erect a proper warehouse and office building in order to take proper care of their Alberta trade.

The Uneeda Supply Co., is the name of a new jobbing house recently opened up here, with warehouse and show rooms on Main Street, just a few doors east of the Post Office. Their line comprises scales, pumps, "Uneeda" cream separators, etc., and the manager is Mr. Dobbin, who was formerly connected with the International Harvester Co. Although but lately organized they report a splendid business up to date, far exceeding their expectations.

The second regular meeting of the Alberta Wholesale Implement & Carriage Association was held in the offices of the Massey Harris Co., on Saturday, March 31st. There was a large attendance, with the president, Mr. H. W. White, in the chair. Further details of the organization were completed, and in addition some important business matters were taken up. Mr. C. W. Cross, Attorney-General for the Province was in the city that evening and a committee composed of President White, Secretary H. A. Dunn, and Messrs. Hunt, Brookbank and Latimer waited on him for the purpose of discussing several matters in connection with new legislation in Alberta. The Attorney-General received the delegation most courteously, and the various matters brought up were thoroughly looked into. It was pointed out that under the present Territorial law, which required the registration of liens within thirty days and a charge of twenty-five cents for each registration, implement concerns and other doing business on credit, to accommodate farmers and others forced to buy on time, are put to considerable inconvenience and expense in order to protect themselves. The law as it is at present stands was shown to be of no advantage to the honest purchaser, but rather served to put a premium on dishonesty in that if the buyer of an article under a lien note, wishing to be dishonest, learned that the lien had not been properly registered, could dispose of such articles and the title would pass from the original party making the sale, even though the original party had not received payment therefor. The Committee was promised that the matter would be promptly and carefully considered by the Alberta Legislature.

The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your Pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

W. JOHNSTON & CO., Limited

Agents, WINNIPEG, MAN.

We want every Dealer to investigate.

MANUFACTURED BY PETERS PUMP CO., KEWANEE, ILL.

THE

Moline Line

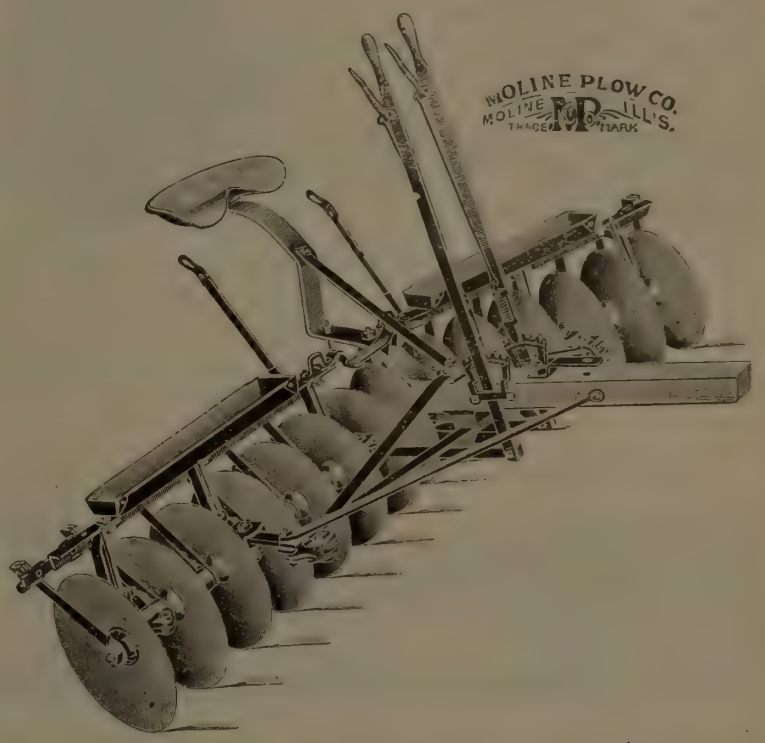
MOLINE PLOWS AND OTHER FLYING DUTCHMAN FARM TOOLS

EVERY ARTICLE A WINNER

FLYING DUTCHMAN IMPLEMENTS,

GENUINE T. G. MANDT WAGONS,

DURANT-DORT VEHICLES.



THE ECONOMY DISC HARROW

WORKS under all conditions. Double Lever, Spring Scrapers Oscillating and each independent. Made in all Sizes.

Place Your Second Orders with us

FOR PROMPT ATTENTION.

Our Stock is Complete in All Lines and Especially in Seasonable Goods: HANDLE PLOWS, BREAKERS, SULKIES, GANGS, DISC, LEVER, CHANNEL AND BOSS HARROWS, HARROW CARTS, &c., &c.

Canadian Moline Plow Co.

WINNIPEG, MAN.

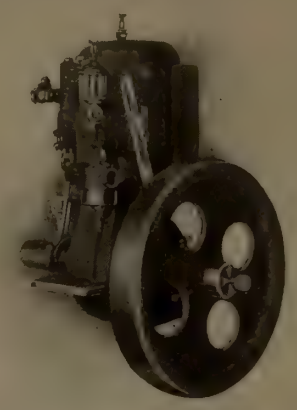
Price List for 1906 Ready.

Though delayed by reason of the printers' strike and other things over which they had no control, the Fairchild Co. have now their 1906 price list ready for distribution. This contains forty pages and is neatly and concisely gotten up, and lists the entire line of goods controlled by the Fairchild Co., in Western Canada. It is well bound and should prove capable of great wear. Dealers interested in this item should immediately write the company and secure a copy of this list. When writing we should esteem it a favor were you to mention Canadian Farm Implements as the source of your information.

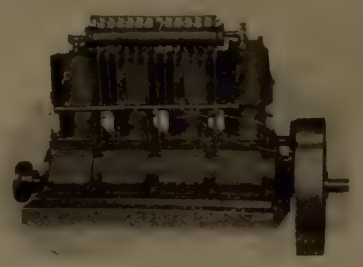
The Dealer and Motor Boats.

Every dealer throughout the country should always be on the lookout for possible additions to his business and where there is water available for boating, the live dealer will do well to get into touch with the motor boat business.

This line can be pushed by either supplying the finished hulls complete with engines installed or by furnishing only the engines to those wishing to build their own hulls. This latter method is made quite simple by the fact that there are firms making a specialty of furnishing knock down frames of all sizes together with full size paper patterns for every plank and piece going into the boat or they supply the patterns alone. The knock down frames are all numbered and ready to go together and it is an easy matter for anyone handy with tools to have a well designed launch at a small outlay.



The above cut shows a good type of the small 2 cycle engine. These engines are without gears or valves and can be reversed, thus doing away with the use of a reversing propellor. They are made in 1½-2½-4 h. p., sizes single cylinder and in 6 and 10 h. p. double cylinder and 15 h. p. in triple cylinder. To show the large demand for launch engines at present, we are informed that the company making the above engine expects to turn out over 3,000 for the season of 1906.



The cut above shows one of the highest grade marine motor made. It is of the 4 cycle type with 4 cylinders and is shown without the reversing clutch and for using a reversible propellor wheel. This engine is made in 2-4-6 h. p. single cylinder, 10 and 14 h. p. double cylinder, and 20 and 30 h. p. four cylinder. Four cycle engines can only be run in the direction they are set to go at the factory and for marine use it is necessary to run the propellor wheel in either direction so as to go ahead or back up as is necessary. This is accomplished in two ways. One is to use a solid wheel and a reversing clutch as shown on the above engine and the other is to use a wheel having blades that are reversed by a movement of a lever inside the boat. Very fine wheels of this kind are made and it is the method most generally in use as it does not cost so much as the reversing clutch.

There are numerous lakes and rivers in he west that launches may be used on and it will be well for the trade to remember it as a legitimate part of their business. We are indebted largely to the Cooper Gasoline Engine Co., of this city, for the above information and cuts.

The Great Western Endless Manure Spreader.

The Wilkinson Plough Co., of Toronto, Ont., is deserving of a full measure of praise for their efforts in getting out such an interesting little catalogue in connection with their Great Western Endless Manure Spreader, a copy of which reached our desk some little time ago. This fully and lucidly explains the merits of this spreader, and several nice halftones, illustrating the complete machine and sectional parts of same, serve to clearly demonstrate its construction. Dealers interested in this great labor-saving machine should write to the Stewart Nelson Co., of this city, western representatives of the Wilkinson Plough Co., for a copy of this catalogue, and when doing so we should be glad if you would mention Canadian Farm Implements.

The West's Great Crop.

Crop bulletin No. 72, issued by the Manitoba Department of Agriculture contains much valuable information concerning the results of farming operations in the province during 1905. Comparing the total grain crop of last season with that of the previous year a difference of 28,559,626 bushels is shown in favor of the former. The total acreage under crop, and the average yield per acre of the three leading crops were: wheat, 2,643,588 acres, 21.07 bushels per acre: oats, 1,031,239 acres, 42.6 bushels per acre; barley, 432,298 acres, 34.2 bushels per acre.

The potato crop in Manitoba yielded 4,759,646 bushels, or an average return of 187 bushels per acre from 25,835 acres in crop. Roots returned 3,481,651 bushels an average of 262.1 bushels per acre from 13,411 acres. The total yields of cultivated grasses in the province were as follows: brome, 17,352 tons; rye, 13,500 tons;

"SUCCESS MANURE SPREADER"

The Spreader that has behind it 28 years experience in Manure Spreader Construction, a most important point for the prospective buyer to consider.

The "SUCCESS" has a **Direct Chain Drive** which reduces the draft 25%, **the Apron** is returned automatically after the load is discharged, **the Rear Axle** is larger than all the others, **Change of Feed** is made by a single movement of one lever, **the Front Axle** is short making wheels standard width of wagon track, giving the horses perfect control of the tongue; **and Remember the "Success"** is the only Spreader with a **Beater Freeing Device.** The same lever which throws the machine in gear also frees the beater, shifting it back two inches from the load which insures an easy and safe start and dispenses with the cumbersome endboard. This is only one of the many points covered by patents controlled exclusively by the manufacturers of the "SUCCESS." Over 10,000 of these machines now inuse and everyone of them giving perfect satisfaction.

DEALERS! IT WILL PAY YOU TO SECURE THE AGENCY NOW!

WRITE FOR OUR NEW CATALOGUE.

WE ALSO MANUFACTURE A COMPLETE LINE OF

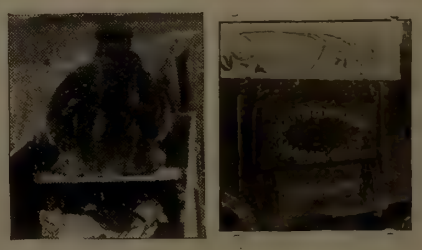
Plows, Harrows, Grinders, Etc.

THE PARIS PLOW CO., LIMITED.

WINNIPEG, MANITOBA.

LLOYD'S

HANDY WAGON SEAT.



The most comfortable Wagon Seat on the market.

It is cheaper, lighter, handier easier riding, more durable, and warmer than any other.

Just the Seat for stockracks, sleigh and wagon boxes, and for driving and sleighing parties.

For price and particulars address:

B. F. LLOYD,

Box 48. WAWANESA, MAN.

timothy, 54,685 tons. The officials of the department estimate that $3,944,101 was expended in farm buildings in 1905, or $993,391 more than the figures arrived at for the preceding year. The conditions for dairying last season were most favorable, consequently the farmers of Manitoba netted $896,937.64 from the sale of dairy products. There were 2,465 threshing outfits in operation in the province in 1905.

Bulletin No. 1, issued by the Department of Agriculture for the Province of Saskatchewan, is a most creditable compilation of the results of the season's farming operations in that territory. The area under crop to wheat was 1,130,084 acres, giving a yield of 23.09 bushels to the acre.

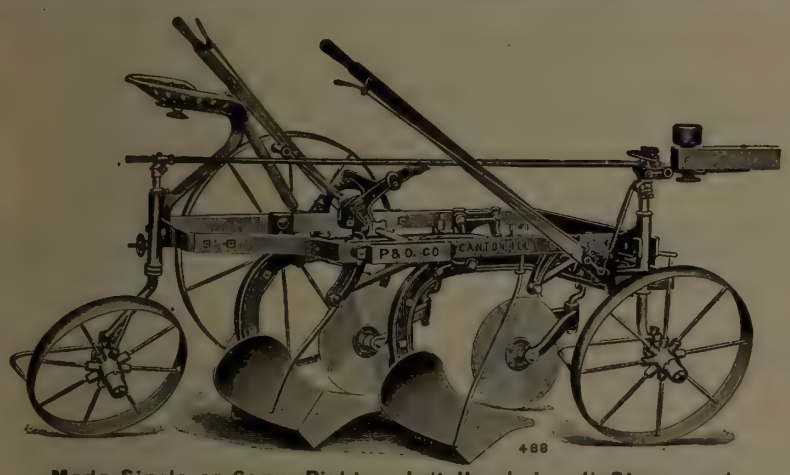
Oats yielded 42.70 bushels per acre from 449,936 acres in crop, while the returns from barley showed an average yield of 27.11 bushels per acre from 32,946 acres under cultivation. Threshing outfits to the number of 1,194 were at work in Saskatchewan last season. The number of grain farms in the province was 18,102, with an average area under crop per farm of 90.57 acres.

The Department of Agriculture for the Province of Alberta has just issued Bulletin No. 1, being a report of the grain crops of that province for 1905. It is carefully compiled and should prove a source of much information to those who are interested in the progress sunny Alberta is making in the growing of grains. Spring wheat gave an average of 21.46 bushels to the acre from 75,353 acres under crop. A notable advance was made in the production of fall wheat last season in comparison with former years. In 1905, some 32,174 acres were devoted to this crop, giving an average return per acre of 21.41 bushels, while in the preceding year only 8,296 acres were in crop to fall wheat and the average was 18.33 bushels. A total area of 242,801 acres was in crop to oats, yielding an average of 39.18 bushels per acre; while barley was grown on 64,530 acres averaging 27.48 bushels to the acre. The demand for this bulletin was so great that within a few weeks of its issuance it was decided to print a second edition. This is now ready for distribution.

We herewith give a complete compilation of the total results of the season's operations in the three great prairie provinces.

A Complete Compilation of the Grain Crops of Western Canada for 1905.

Province	Acreage in Crop	Wheat bushels	Oats bushels	Barley bushels	Flax bushels	Other Grains bushels	Total Cereal Crop bushels.
Manitoba.....	4,140,899	55,761,416	45,484,025	14,064,175	326,964	226,781	115,863,361
Saskatchewan	1,639,563	26,107,286	19,213,055	893,396	398,399	35,328	46,647,464
Alberta.....	415,617	2,306,524	9,514,180	1,773,914	8,337	4,419	13,607,374
Totals.....	6,196,079	84,175,226	74,211,260	16,731,485	733,700	266,528	176,118,199



Made Single or Gang, Right or Left Hand, in all Sizes, and with all Styles of Bottoms

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DIAMOND PLOW

There is ONE FEATURE ON THIS PLOW that stands head and shoulders above any other riding Plow made anywhere, by anybody, at any price.

It is this—Its Special Controlling Rod provides for the rigid locking of the rear wheel when plowing, and the automatic unlocking of the same when turning a corner.
A square corner can be turned without touching a single lever.
Even the deviation of the team does not affect the true, straight path of the rear wheel and the plow.
In other words, you don't have to watch the Diamond Plow at all.
It works automatically in its changes. That saves worry.
This is but **ONE** point.
There are others equally as telling
We know of no other plow so substantially put up.
We know of no other plow that does as good work.
We know of no other plow built of such staunch materials.

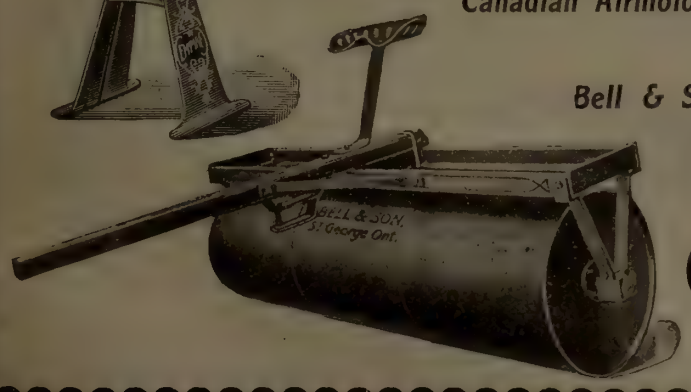
PARLIN & ORENDORFF CO., Canton, Ill.

W. JOHNSTON & CO., Ltd., WINNIPEG,
GENERAL AGENTS.

BEING A PROGRESSIVE DEALER YOU NATURALLY WANT TO INCREASE YOUR TRADE.

THIS CAN BE DONE BY HANDLING THE

Ontario Line of Machinery



HERE IT IS:

Canadian Airmotors, Towers, Tanks, Pumps. Stickney New Style Gasoline Engines.
Grain Grinders, Steel Saw Frames and Saws.
Bell & Son Horse Powers, Feed Cutters and STEEL LAND ROLLERS.
The Celebrated EMPIRE CREAM SEPARATOR, New Style, the latest and best cream separator made.

Ontario Wind Engine & Pump Co., Limited.,
83-91 CHAMBERS STREET, WINNIPEG.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
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901-2 Union Bank Building,
Winnipeg, Man., Canada.
Phone 518.

SUBSCRIPTIONS.
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[Postage Paid Anywhere.]

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F. D. Blakely - President and Manger.
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WINNIPEG, MAN., APRIL 1906.

Orders Should be Forwarded Early.

The general conditions of trade during the past month could hardly be improved upon so far as the receiving of orders is concerned, and at the present writing spring demands are paramount thoughts in the minds of the agricultural implement fraternity. For the last three weeks orders have simply poured into Winnipeg houses, the greater bulk of which have been marked "rush" or "wanted immediately." The fact that the shipment could not possibly be made as demanded, much complaint has arisen among outside dealers, and in their efforts to find out when their consignments might be expected they have kept both telegraph and long distance phone lines busy.

Now, in justice to the jobber it must be said that the fault is not his but is largely that of the dealer. The latter put off ordering his spring goods until the very last moment simply for the sake of getting in a few small additions. All winter he has had time to prepare and send in his demands, but this he neglected to do, with the result that the local jobbing houses are simply overwhelmed with orders. Many of the concerns have had their shippers working until after midnight, and others have found it necessary to keep two shifts at work in order to meet the demands of their customers. This tremendous drain on their stock places them in a very awkward position. Of course it is their desire to get their goods out, but more goods could be delivered if the orders were received earlier in the season. The are put to all manner of inconvenience in their efforts to meet the wants of their customers. Their stocks run short and the outside man, not knowing this, wonders what is keeping his goods. The wholesalers have wired the factories but they cannot possibly receive a consignment in less than ten days, and all this time the farmer is probably waiting for some machine which he has ordered and urgently requires.

Another feature of the case is the question of sufficient cars. With the immense traffic the different lines are doing in connection with immigration the available cars are not over plentiful, and here is a constant source of trouble to the jobber. These are matters over which he has no control, but which he probably could have overcome had he received his spring orders earlier in the season. Under the present circumstances it is impossible to get all orders out as soon as they are received, and the fair-minded dealer, who has been dilatory in sending in his wants to his jobber, can lay the blame only upon his own shoulders. Members of the local trade are doing all in their power to meet the wants of their customers, but it is obvious that the agent errs in keeping the wholesaler waiting at one time and the farmer at another.

As a rule farmers do not order their implements until they are just ready to use them, and if the dealer has not a complete stock he has generally more difficulty in making a sale. If he does get the order, however, and the farmer is kept waiting for the article he requires, the chances are that the next time the farmer wants some similar article sold by the dealer, he will go elsewhere to make his purchase. Of course, it is easy to lay the blame on the jobber, but nevertheless it greatly affects the trade of any dealer to have kept a customer waiting, no matter who may be to blame for it.

Such a condition could be almost overcome were the dealer to get in his order a month or six weeks before there was any possibility of the goods being required. As conditions are at present neither the dealer nor the jobber is making as much out of the business as he should. Telegraphic and telephonic messages run into money and thus decrease the profits. If the dealer neglects to send in his wants early and holds them until the eleventh hour he can hardly expect the jobber to fill them immediately. The dealer has probably a dozen or two customers to provide for, whereas the jobber, as a rule, has a couple of hundred. In connection with early ordering it is only necessary to say that "every little helps," therefore, try to make it a point to get your order in early in future.

Needs Considerable Revision.

The Insurance Commission recently appointed by the Dominion Government to investigate matter in connection with the various insurance companies operating in the Dominion, has got fairly wel to work. Already some disclosure have been made public, and the action of the Government in commencing such an investigation ha been amply justified. These disclosures have served to combine both the people and the press in an emphatic demand for a full and exhaustive inquiry, and a free hand for the Commission. It is evident from what has already taken place that the Insurance Act needs considerable revision, and that the officials in connection with the Insurance Department requir more power and authority if they are to efficiently and thoroughly inspect insurance affairs. We believe that it is not the desire o honest life insurance companies to have anything covered up or it real condition hidden, and we als believe that dishonest companie should be allowed no opportunitie for any concealment. Let the good work of thorough investiga tion go on.

The Wagon Warranty and Our Manufacturers.

Elsewhere in this issue appears a report of the adoption, by the National Wagon Manufacturers Association of the United States of a uniform warranty on farm wagons, and a claim sheet for use in connection with free repairs. This is unquestionably one of the most important measures consummated in the interests of the retail implement dealers of that country for some time. During the past quarter of a century various warranties have been in vogue among United States makers of wagons. These, heretofore, have always lacked uniformity, owing to one manufacturer desiring one form and his competitor another. The greatest point of contention, however, has been the insistence of some for excessive detail, with the result that the forms were rendered inefficient and ineffectual in meeting the demands for which they were framed.

The fact that a uniform and standard warranty has at last been established among wagon manufacturers to the south is of considerable interest and value to the trade in this country. The U. S Wagon Manufacturers' Association strongly recommends that the warranty form and repair claim sheet both be adopted by all manufacturers of farm, freighting and teaming wagons, and there is scarcely any valid reason why such a state of affairs should not come to pass. The action of that organization could, we believe, be profitably copied by our own wagon manufacturers. Probably some slight modifications might be necessary in the two forms in order to make them of the greatest value and efficiency to the requirements of this country. This, however, is very questionable, as the wording of the warranty form and claim sheet is such as fully to protect the manufacturer and the dealer and at the same time give the consumer a square deal. Action along this line by our Canadian wagon manufacturers would, we feel confident, meet with the hearty support and endorsation of the implement and vehicle dealers north of the U. S. boundary line and west of the Great Lakes.

Graduations of Theft.

Stealing a million—genius.
Stealing $500,000—sagacity.
Stealing $100,000—shrewdness.
Stealing $50,000—misfortune.
Stealing $25,000—irregularity.
Stealing $10,000—misappropriation.
Stealing $5,000—speculation.
Stealing $2,500—embezzlement.
Stealing $1,250—swindling.
Stealing $100—larceny.
Stealing $10—theft.
Stealing a ham—war on society.

Personals.

The Canadian Flax Cordage Co. will erect a factory at St. Mary's, Ont.

J. B. Griffith has opened an implement warehouse at Stettler, Alta.

J. S. Hunter has opened up in the implement business at Pipestone, Man.

Mr. P. Chattam has commenced in the implement business at Stettler, Alta.

Mr. O. E. Tomlin, implement dealer at Wetaskiwin, Alta., is giving up business.

Mr. T. Clarke, implement dealer at Shoal Lake, has been succeeded by Mr. A. Menzies.

The Tucker Implement Co., of Weyburn, Sask., are advertising their business for sale.

Bowan & Seine is the name of a new addition to the implement business at Stettler, Alta.

Mr. J. M. Martin has just opened up in the farm implement business at Airdrie, Alta.

A. R. Inglis, implement dealer at Camrose, Alta., is commencing a creamery at that place.

Mr. S. Medd has purchased the implement business of Mr. S. D. Davis at Pierson, Man.

W. Gunn has succeeded to the implement business of R. G. Baskerville of Dominion City, Man.

Mr. William Hopps has sold out his implement business at Elkhorn, Man., to Mr. G. C. Smith.

A. P. McNichol is the name of a new man in the implement business at Wawota, Sask.

Mr. Thos. Wilson is the name of a new implement dealer who has just commenced at Treherne, Man.

Mr. R. N. Carrick is the latest addition to the ranks of the implement fraternity at Rocanville, Sask.

Mr. Samuel Matheson is the name of a new beginner in the agricultural implement business at Lumsden, Sask.

Mr. Adam Maxwell is the name of a new dealer at Snowflake, Man. Man.

Mr. B. F. Jones is the name of new man in the implement business at Benfait, Sask.

The Eagle Hill Threshing Machine Co., of Eagle Hill, Alta., has been granted articles of incorporation.

Eagle & Montgomery has succeeded to the implement business of Eagle & Griffin at Dauphin, Man.

McDonald Bros., is the name of a new firm opening up in the implement business at Radisson, Sask.

Mr. E. A. Hargraves has purchased the implement and lumber business of J. G. McDonald at Stettler, Alta.

J. L. Laycock, a well-known implement dealer at Gleichen, Alta., has sold his business to Mr. James M. Telford.

The implement firm of R. J. McFarlane & Co., of Arcola, Sask., has opened a branch business at Stoughton, Sask.

The agricultural implement firm of Clegg & Campbell at Brookdale, Man., has been succeeded by Hodnett & Baker.

Adolph & Co., is the name of a new concern opening up in the implement and vehicle business at Mortlach, Sask.

Stinson & McDonald is the name of the new concern just opening up in the implement business at Hamiota, Man.

Mr. George B. Gibson, the well known implement dealer of Alameda, Sask., has been succeeded by Gibson & Collins.

Mr. O. W. Hembling, implement dealer at Didsbury, Alta., has taken in a partner in the person of Mr. Jas. Eubank.

Mr. C. F. Verity of the Verity Plow Co., Brantford, Ont., was in the city recently in connection with his firm's interests.

Mr. Wm. J. Rehill, implement dealer at Sperling, Man., has just completed the erection of a handsome and commodious warehouse.

Mr. A. J. Cressman, implement dealer at Kronau, Sask., sold out his business to a concern known as Edwards & Tucker.

It is reported that J. A. McDonald, implement dealer at Lipton, Sask., has sold out to the Lipton Trading Co.

The implement firm of McCallum & Thorne at Innisfail, Alta., has dissolved partnership. Mr. C. B. McCallum continues.

Mr. E. Clarke, who has been engaged in the implement business at Vermillion, Alta., for some time has sold out to the Vermillion Trading Co.

Mr. F. Horsely has just opened up in the agricultural implement and vehicle business at Rocanville, Sask.

Mr. J. B. Cosgrove, who has charge of Southern Manitoba for the Balfour Implement Co., was in the city for a few days a short time ago on business.

Mr. Geo. Erb. Manager of the Waterous Engine Works Co., was in Regina recently for a couple of days in connection with his firm's interests.

Mr. J. S. Hurst, of the staff of the Fairchild Co., has just returned to the city from a three months' trip to Victoria, B. C. Mrs. Hurst accompanied him.

Mr. D. J. Taylor, manager of the Cockshutt Plow Co., at Regina, Sask., was in the city for a few days during the early part of the month.

Mr. H. R. Potter, Assistant Manager of the local branch of the International Harvester Co., spent a couple of days in Southern Manitoba a short time ago.

The firm of Saunders & Angers, who have been handling farm implements and pumps at Carman, Man., have dissolved partnership. Who will continue is not known.

Mr. R. J. Douglas of Reston, Man., has been succeeded by Mr. E. Harper, who will in the future look after a share of the farmers wants in farm machinery in that district.

Mr. D. H. Watson of the Balfour Implement Co., recently returned from a ten days' trip along the Arcola Branch of the C. P. R. He reports business along the line in first class shape.

Mr. R. F. Sang, who has been engaged in the implement and blacksmith business at Miniota, Man., has sold out the latter to H. H. Hockin and will devote his entire energies to the former.

A concern to be known as the Hastings Wagon Co., has been incorporated at Watford, Ont., for the purpose of manufacturing wagons, sledges, etc. The capitalization of the concern is $40,000.

Mr. I. Nelson, of the firm of Stewart & Nelson, of this city, has just returned from a trip to Portland, Ore., where he went to meet Mrs. Nelson who was returning East from spending the winter in California.

Messrs. W. A. Cavanaugh, A. E. McKinstry, H. B. Utley, all of Chicago, and O. L. Johnson, of Hamilton, Ont., representatives of the International Harvester Company, recently visited Winnipeg and the West on a business trip.

AN ENGINE THAT SELLS

Every Agent wants to look out for an Engine that has some decided advantage over his competitor.

THE "NEW-WAY" AIR-COOLED ENGINE

has more to be said in its favor than any other we know of :—No water to bother with or freeze up. That's the great point. In winter the owner of a "New-Way" Engine goes right to work, no matter how cold it is. With a Water-Cooled Engine you waste a lot of time getting the water and then when done you have to let it run away again.—Write us for Agency Proposition.

Cooper Gasoline Engine Co.,

313, DONALD STREET,

WINNIPEG, MAN.

BISSELL'S THE DISK THE FARMERS WANT

Sizes for 2, 3, and 4 Horses

SOME GOOD FEATURES ARE:

CORRECT BALANCE—Stays down at its work. Other Disks buckle, bind, and hump up in the centre.

SHAPE OF PLATE—Cuts and turns the soil. Other Disks scrape and only set the soil on edge.

BALL BEARINGS—Durable, light of draught. Experienced farmers claim the Bissell Disk runs one horse lighter than others.

CAPACITY—Greater than any other Disk. A success for work on hard ground and tough places.

THE BISSELL DISK HARROW is sold in open competition with anything built for cultivating.

Drop a postal card for free particulars about this Disk. See samples with

Jos. Maw & Co., Ltd., Winnipeg, Man.

WESTERN AGENTS.

None genuine without the name "BISSELL."

Addrss: T. E. Bissell, Dept. "I," Elora, Ont.

The Mitchell & Lewis Co., of Racine, Wis., wagon manufacturers, are erecting a five storey addition to their plant. This will be 250 x 100 feet and will be constructed of brick and steel.

J. L. Neilson & Co. recently sold to the city of Winnipeg a large Chicago Improved Street Cube Concrete Mixer, and also a smaller size to the Winnipeg Stone Co., the latter concern being contractors for the new St. Boniface Cathedral.

In order to considerably increase their present wood-working plant, the Parlin & Orendorff Co., of Canton, O., makers of the celebrated Canton Diamond plows, are erecting a new two storey addition, which will be 300 feet long by 150 feet wide. The William Johnston Co., of this city, are representatives for the P. & O. line in Western Canada.

Our old friend Mr. J. P. Trumpour, implement dealer at Alameda Sask,, has sold out to a Mr. J. A. Collins. Mr. Trumpour was also interested in several other ventures at Alameda the last time we saw him, and we judge that he will devote his attention to these in future. We are sorry to lose him from the implement field, but cordially welcome his successor.

Mr Robert Gray, President of the Wm. Gray Carriage Co., of Chatham, Ont., and this city, was in Winnipeg for a few days about the first of the month visiting the local branch of his concern. In speaking of conditions of the West Mr. Gray considers the trade outlook as the most promising in the history of the country. He reports that the home factory of his company is working to the limit of its capacity.

Mr. W. J. Brown, implement dealer of Melita, Man., was in the city a couple of days a short time ago, and while here paid us a visit which we very much appreciated. Speaking of conditions in his vicinity, Mr. Brown stated that everything was in first class shape and that the farmers were well under-way with seeding operations. He reported an excellent demand for spring goods, and looks forward to a most profitable season.

Mr. Daniel D. McGillivray, who has for some time been connected with the Manitoba Windmill & Pump Co., of Brandon, Man., recently resigned to join the travelling staff of the Ontario Wind Engine & Pump Co., of this city. Mr. McGillivray has had considerable experience in connection with travelling both in this country and across the line and should prove a valuable addition in pushing the Ontario Line. His headquarters will be in Winnipeg.

While on his recent trip South and East, Mr. Joseph Maw, President of Joseph Maw & Co., of this city, purchased twenty Reo touring automobiles, the demand for autos being so great that the original order of the company for ten air-cooled Marion cars and forty Olds cars of different models, including run-abouts, single cylinder touring, two cylinder touring, and four cylinder touring, were entirely inadequate to fill their orders. With this additional supply, however, the firm are in a position to take care of all immediate orders as the stock is coming forward in fine shape. Intending purchasers of automobiles cannot afford to put off placing their wants, as from all quarters we learn that there is likely to be a considerable shortage, as every reputable factory is pretty well cleaned up for this season.

Mr. H. C. Strong, President of the Ohio Motor Co., of Sandusky, O., was in the city for a day or two a short time ago visiting his local representatives, the Burridge, Cooper Co. Mr. Strong was just returning East from a three months' sojourn in Southern California on account of his health. He came through from Seattle, Wash., by way of the C. P. R., and having made the journey across the mountains by several other routes he states that the finest scenery is to be had along the line of the Canadian Pacific Ry. He believes that there is a great future before this country, and is exceedingly well pleased with the prevailing conditions in this territory. Mr. Strong stated that he was greatly surprised at the size of the city and the number of fine wholesale buildings located here. He was accompanied by Mrs. Strong. They will return to their home in Sandusky by way of St. Paul, and Sioux Falls, N. D.

THE GREAT WESTERN
ENDLESS APRON
MANURE SPREADER

Should be on every farm whose owner expects to keep up with the times because it makes the manure go **twice as far,** and manure properly applied with a Spreader **increases the actual crop 25 per cent, increases the fertility of the soil,** replacing what your crop takes away, and **reduces labor** to a minimum.

THE GREAT WESTERN **has an Endless Apron** always ready to load and no small or weak parts to break or get out of order. No cranking back.

The **Wheels track,** the load is **evenly balanced** and the **horses hitched close.** This accounts for the Great Western being the **Lightest Draft Spreader** known.

A Non-bunchable Rake prevents chunks slipping through.

The Machine is **Strong, Simple, Well Made and Well Finished.**

DON'T FORGET

Our other lines of NORTH-WEST PLOUGHS, DRAG and DISC HARROWS, WAGONS, ROLLERS, PACKERS, WHEEL-BARROWS, STRAW CUTTERS, Etc.

The Wilkinson Plough Co., Limited.

TORONTO, ONT., or

STEWART, NELSON CO., LTD., WINNIPEG,

WESTERN REPRESENTATIVES.

Dr. BELL.

The above reproduction is an excellent likeness of Dr. A. W. Bell of Toronto, who was appointed manager of the Winnipeg Industrial Exhibition at a meeting of the directors held on March 20th. This appointment is one, we believe, that will be unanimously endorsed by both patrons of and exhibitors at the fair. Those responsible for it are to be congratulated on having secured the services of Dr. Bell. He is peculiarly well fitted for the duties of his new position, having for the past nineteen years devoted his energies to this class of work, and it is questionable if there is any person in this country who is better informed on the management of exhibitions than is the appointee. For eighteen years he was connected with the Toronto Industrial Exhibition, having charge of the live stock departments, as well as looking after all allotments of space to manufacturers, except in the main building. Since 1899 he has been associated with the management of the Ontario Provincial Winter Fair held annually at Guelph. With his acknowledged ability in exhibition management, we are confident that both the educational and moral status of the Winnipeg Industrial will be raised, that its sphere of usefulness will be greatly increased, and that Dr. Bell, in unity with the directors of the Association, will be eminently successful in his efforts to give us a bigger, better, and a cleaner show.

A Miniature Wagon.

The Studebaker Bros. Mfg. Co., of South Bend, Ind., recently issued a neat little booklet, printed in several colors describing their "Studebaker Junior," a miniature farm wagon for children. This would be a good line for the dealer to get a hold of in order to interest the little folks. Write the Studebaker Co., and ask for a copy of this little booklet, and when you do so don't forget to mention Canadian Farm Implements.

A Pretty Indian Maid.

We recently received from Joseph Maw & Co., western representatives of the Brantford Carriage Co., of Brantford, Ont., a very neat and attractive calendar issued by the latter company. In the foreground of this picture appears the comely figure of a pleasant looking young squaw who is holding a small white dog in her arms. The coloring of her shawl, which is of vivid red and blue, clearly shows the love of the Indian maid for things of a gorgeous hue. The background of the scene represents a typical Indian camping ground among the foothills. The camp is situated at a bend of a small river that flows down through a fertile valley, and here and there one may discern the figures of Indians riding to and fro on their little ponies. The border of the calendar is of deep blue, and two arrows that decorate either side of the picture lend effect to the whole. Dealers desiring to secure a copy of this hanger should write immediately to Joseph Maw & Co., of this city. When doing so we would thank you to mention Canadian Farm Implements.

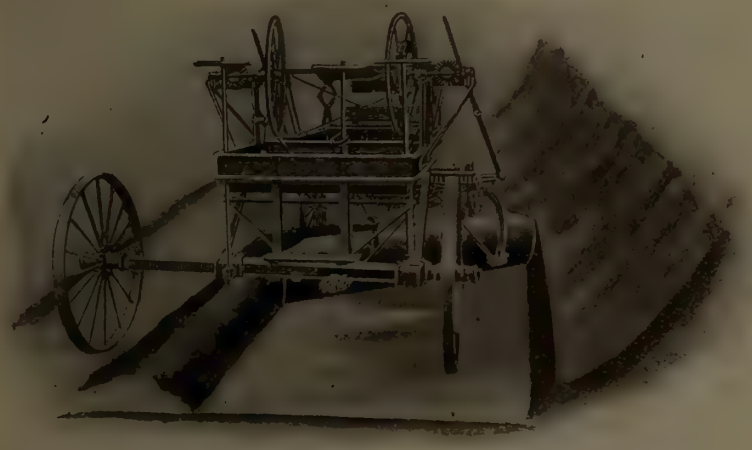
Making Numerous Improvements.

A few days ago in conversation with Dr. A. W. Bell, the new manager of the Winnipeg Industrial Exhibition, he informed us that the prize list for this year's fair was well under way, and would be out about the 1st of May. Hangers advertising the big show are also being prepared and these will be ready for distribution within a short time. He also stated that the City Council, working in conjunction with the exhibition authorities are spending $25,000 in repairing and improving the grounds. A cedar block roadway, 35 feet wide, will be laid around the Colonnade, and a similar road will extend from that structure across the grounds to the grand stand. Additional sidewalks are being constructed, the grounds thoroughly drained, while numerous buildings will be repainted and many remodeled. The section of ground occupied by the threshing machinery exhibit last year is being filled to a depth of twelve inches with railway track ballast. This will indeed be welcome news to the exhibitors located there at last season's exhibition. The different show rings are to be improved and many other necessary changes made.

The Toronto Automobile Show.

The automobile show held in Toronto, Ont., from March 31st to April 7th proved a revelation to those who were not conversant with the progress that has been made in connection with the automobile industry in the Dominion. In all sixty different types of machines were on exhibition, comprising twenty-one of the different makes, all 1906 models. Most of the cars were of United States manufacture, while several French and English machines also shown attracted considerable attention. Numerous Canadian makes were also on display, and these were conspicuous for their fine appearance and evident high class workmanship. The value of the various cars ranged from $500 to $7,500. A fine showing of motor boats and gasoline launches was also made, as well as a full display of auto requisites and accessories.

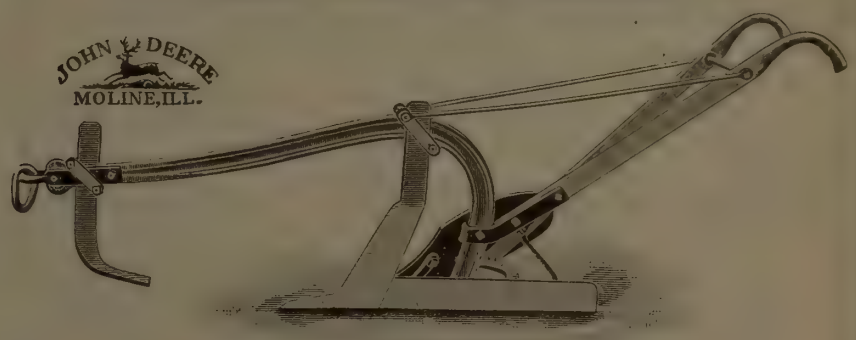
ROAD - MAKING - MACHINERY



THE AMERICAN WESTERN ROAD MACHINE

WESTERN WHEEL SCRAPER

PRESSED BOWL DRAG SCRAPER



DEERE & CO. MONITOR GRADER

These Machines are the Standard of Perfection and sure Money Makers for the Dealer.

Let us send you particulars and our 1906 Price List.

THE FAIRCHILD CO., Limited, - WINNIPEG

One View of the Tariff Question.

The International Harvester Company of Hamilton, Ont., presented the following brief to the Tariff Commissioners during the recent tariff investigations:—

"There are three things essential to the growth and general prosperity of Canada, all of which we are directly interested in.

Agriculture, which is the foundation and the chief means by which our wonderful natural resources will be developed.

Manufacturing, that will furnish a market and employment and constitute the competence and happiness of the population.

Foreign commerce, that will be a useful adjunct to the others by finding a market for all of our surplus production.

The International Harvester Co. of Canada, Limited, in view of their direct interest in the above, herewith respectfully submit their views of the subject under consideration.

First. The burden of any tax on agricultural implements must be borne by the farming community alone. No other class of our citizens bears any portion of this tax or burden, and therefore we are opposed to any increase in the present duty on agricultural implements under the present schedules governing the principal items of raw material that enter into the construction of agricultural implements.

The rapidly decreasing importations of foreign made machines, as per Schedule A attached, show that there is no necessity for increasing the tariff on account of protection, and a further increase would certainly reduce the receipts for revenue only.

To obviate the necessity of the suggested increase on the principal materials entering into the construction of agricultural machinery, we would suggest that any change deemed necessary in the Iron and Steel Schedule take the form of an extension of or an increase in the present bounties.

Second. We are in favor of a uniform tariff upon all agricultural implements, and therefore recommend that every item of agricultural implements included in Section 315 be transferred to section 318, as there is no justification for one class or agricultural implements paying an excess of a less duty than others.

Third. We are opposed to any increase of duty on the items entering into the construction of agricultural implements, as such increase will necessarily increase the cost of the completed tools to the consumer, that is the farmer who of all citizens, is the least prepared to bear any additional burden.

Fourth. We would suggest that any items entering into the manufacture of agricultural implements not at present manufactured in Canada, as per Schedule B attached, be placed on the free list or in any event not subject to a higher duty than 5 per cent. for revenue purposes until such times as such articles are procurable in Canada in suitable quantities to meet the requirements of the manufacturers

Fifth. We are opposed to any increase in the tariff on extra parts to agricultural machinery, as such an increase would tend to increase the cost and burden now borne by our farming community in the care of and maintenance of agricultural implements heretofore purchased by them.

Sixth. Binding Twine. The harvesting of the great and increasing grain crop of Canada requires binding twine just as much as it does machinery, and no additional burden should be placed upon our farmers by the imposition of a duty upon binding twine.

While a large amount of binding twine is imported, there is also considerable binding twine exported into the United States which would indicate that the Canadian manufacturers of binding twine are able to meet competition without the protective tariff. The best evidence that no protective tariff is necessary is shown by the building of a very large plant at Welland at this time.

SCHEDULE "B."

In your readjustment of the present tariff the following items of materials entering into the construction of agricultural implements and not made in Canada or procurable in Canada should be entered free of duty, or at least subject only to a tariff of 5 per cent. for revenue purposes only, until such times as procurable in Canada of Canadian manufacturers:—

Harvester buckles.
Malleable chain.
Coil springs.
Decalcomania transfers.
Disk plates.
Wrought iron and steel chain ½ inch and smaller.
Band iron.
Hoop steel and sheet steel thinner than No. 12 gauge.
Cold rolled cutter bars.
Hot rolled cutter bars
Section steel No. 12 gauge by 2 7-16 (this is not covered by Sec. 590.)
Knife clip steel.
Open hearth knife backs.
Wearing plate angles.
Hot rolled iron or steel Z bars.
Cold rolled iron or steel Z bars.
Wrought iron and steel tubing, round or square, all sizes that are not made in Canada.

LUMBER.

Should it be deemed advisable to impose a duty on lumber, we would suggest the following be admitted free of duty for the reason that it does not grow in Canada or it is not obtainable in sufficient quantities for the manufacture of agricultural implements:

Yellow pine, not grown in Canada; no substitute therefor.
Whitewood, not grown in Canada; no substitute therefor.
Cottonwood, not grown in Canada; no substitute therefor.
Gum wood, not grown in Canada; no substitute therefor.
Ash, oak and hickory—Canadian supply practically exhausted."

The Champion Manure Spreader.

Once more the Frost & Wood Co., show their progressive spirit by getting out a very comprehensive catalogue regarding their Champion Manure Spreader. This contains some thirty pages and is a most creditable production. The numerous excellent halftones, together with the large amount of information regarding the spreader make it of much value to the implement dealer. The spreader is coming into more general use year by year. Nothing can stop its progress, and the wise dealer is the man who is thoroughly posted on the construction of the various machines. The Frost & Wood Co. desire to call the attention of the trade to their Champion and a post card addressed to their headquarters will bring the catalogue. When writing we would again urge you, and we don't think you will forget, to mention Canadian Farm Implements.

"SCHEDULE A."

Imports Into Canada From 1899 To 1905 (Inclusive)

Goods	1899	1900	1901	1902		1903		1904		1905	
	Value.	Value.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Cultivators and Weeders	$75,088	$20,301	$16,495	2,755	$22,863	3,609	$24,948	2,682	$12,468	.....	$12,468
Drills, Grain Seed	64,583	40,308	31,092	2,012	50,092	2,925	78,066	3,036	102,339	3,445	122,387
Farm, Road or Field Rollers	173	149	2,049	216	3,127	46	3,087	110	4,897	.....	4,897
Harrows	53,739	63,819	59,612	2,470	36,730	3,287	49,070	4,411	82,112	2,562	44,799
Harvesters, Self Binding and without Binders	664,610	806,979	831,204	9,288	900,179	11,002	1,065,275	7,598	746,894	3,604	357,550
Hay Tedders	4,652	8,175	8,839	155	3,028	544	12,519	1.148	27,439	922	35,176
Horse Rakes	69,043	120,136	104,146	9,741	180,658	13,386	247,905	9,042	173,044	1,890	35,161
Manure Spreaders	697	4,187	5,101	91	2,356	197	8,802	229	16,603	37	2,183
Mowing Machines	348,898	359,578	422,322	17,643	599,050	18,176	610,026	9,674	331,964	2,202	71,375
Plows	188,432	216,156	149,625	10,092	214,193	13,970	302,432	13,755	300,135	19,382	258,772
Reapers	25,066	24,471	55,486	755	36,329	703	33,337	963	48,325	402	18,113
Totals	$1,494,981	$1,664,259	$1,685,071		$2,048,605		$2,435,467		$1,846,220		$962,881

Higher Wagon Prices in Prospect.

Present conditions in the farm wagon industry point to an advance in prices before the year closes. Indeed, it is more than likely that higher prices will be asked on fall contracts, for it is stated by leading manufacturers that present prices do not afford a normal profit, says Farm Implement News. The manufacturers have been absorbing the small increases in cost of production occurring from time to time rather than advance the selling price, hoping that the cost would be reduced before it became actually necessary to obtain a higher figure, but according to testimony it now costs from $1.50 to $2.00 more to produce a wagon than it did when the present basis of price was determined, and there is no apparent prospect of a decline. Wagons bought on the present market represent a safe investment, for there will have to be considerable reduction in cost before selling prices can be reduced, and as previously stated there is a strong prospect of an advance.

The Binder Twine Market.

"Establishing prices has not led to increased business in Binder Twine, although there is much inquiry. Business recently, on the whole, seems to be very moderate. Apparently a very large proportion of the first orders has been placed and business now depends on the stragglers and the crop developments," says the Cordage Trade Journal. "Prices lack uniformity, but they are all rather steady. Complaints are made of unbranded Twine being offered at one-half cent discount from the International Harvester Company's schedule, the quality being claimed to be as good as that of branded Twine, although others allege that the unbranded Twine is that which is rejected as not being of first-class quality. Independent manufacturers are keenly seeking business this year, and reports indicate that they are obtaining a fair amount of business. Fibre values continue steady, the Manilla receipts continue to be on reduced scale. Wheat condition reports are almost uniformly excellent. Quotations for the better grades of Binder Twine are equivalent to the following f. o. b. Eastern factories:

Binder Twine.	Cents per pound.
White Sisal (500 feet to the pound)	9¼@ 9½
Standard (500 feet to the pound)	9¼@ 9½
Standard Manilla (550 feet to the pound	10½@10¾
Manilla (600 feet to the pound)	11½@12
Pure Manilla (650 feet to the pound)	12½@13

Less Than Car Lots: one-quarter cent more.

Game Licenses Not Returned.

According to Sub-Section A of section 3 of the Game Protection Act, every holder of a resident Big Game Hunting License must return the same to the Department of Agriculture and Immigration duly sworn to immediately after the close of the hunting season. The Chief Game Guardian for Manitoba announces that several of these licenses have not yet been returned and that proceedings will be taken according to the Act at once. The penalty is a fine of not less than ten dollars nor more than one hunderd.

It is hoped that those who have overlooked the matter will attend to it at once.

DEALERS

Now is the time to sell the

LATEST IMPROVED

"Hero" Grain Separator

Sold only by regular dealers. All orders and communications from your territory referred directly to you.
The "Hero" Grain Separator leads in the thoroughness of work, giving a complete separation of all kinds of grain the first time through. Sold with or without bagger. Size:—width, 2 ft. 4 in.; length, 3 ft. 9 in.; height, 4 ft. 2 in.; weight, 150 lbs.; Baggers, 80lbs.
Write us for full particulars, catalogues, etc
The "Hero" Grain Separator is fully covered by patents. Be careful of infringers. Buyers of infringing goods are equally liable with sellers.

MANUFACTURED BY
Dow-Wadge Implement Co., Ltd.
119 CHARLOTTE STREET,
WINNIPEG, MAN.

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all.

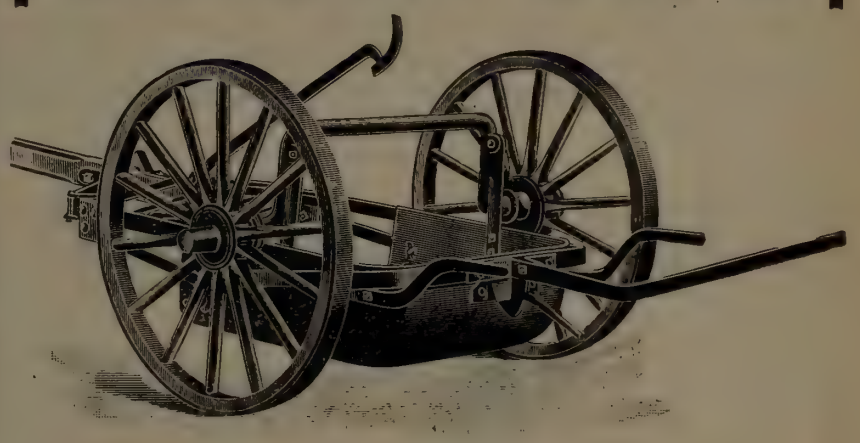
Yours for the asking.

Your attention is called to
NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

SCRAPERS



WHEEL SCRAPERS
(SQUARE OR PRESSED BOWLS),

Drag Scrapers
(Solid Pressed Bowls).

Trucks
(All Sizes).

Wheel-Barrows
(All Kinds)

Contractors' & Road Plows

Cement Mixers

Dump Wagons
(Bottom or End Dump).

CONTRACTORS' CARTS.

All Scrapers Warranted to be of High Carbon Steel, full thickness, heavy bails and perfect working swivels on drags. Wheel Scrapers have latest attachments and are easy on men and horses.

WRITE FOR CATALOGUE AND PRICES.

Toronto Pressd Steel Co., Ltd.,

MANUFACTURERS

WINNIPEG—TORONTO.

WINNIPEG OFFICE—NATIONAL TRUST BUILDING

Mr. Henning G. Taube,
President and General Manager Empire Cream Separator Co.

The Empire Cream Separator Co Special

Mr. Ernest E. Bell,
Secretary and Sales Manager, Empire Cream Separator Co.

The Empire Way.

When special trains are mentioned these days residents of this country immediately bring to mind visions of carloads of farm implement and vehicles or settlers' effects. To show that these lines have no particular monopoly of the "special" idea we wish to say something regarding such a train run by the Empire Cream Separator Co., from Chicago to the home of their immense factory a Bloomfield, N. J. On board thi special were some eighty sales men, representing "the little, blue frictionless Empire" throughout the western portion of the continent, as well as thirty representatives of the agricultural and trade press of the same section of country.

This train left Chicago on Febru ary 24th, reaching Niagara Falls early the following afternoon, the balance of which was spent in sight seeing. Bloomfield was reached early the following morning and here a four days' stay was made, the special being placed on the private side track of the Empire Co., where it remained until the return trip was commenced. The delegation was met by Mr. Henning G. Taube, President and General Manager, and Mr. Ernest E. Bell, Secretary and Sales Manager, excellent illustrations of whom appear herewith, as well as the other prominent officials of the company.

Adjournment was immediately made to a large room in the ware house which was handsomely fitted and decorated for the occasion, and here the different officials and heads of departments were introduced and greetings exchanged. Each morning, afternoon, and evening short sessions of all those in attendance were held. Subjects relative to improved and most up-to-date methods in selling were discussed, as well as many important questions dealing with the dairy industry generally. Everyone took his part in these discussions and much benefit and value resulted. The untiring efforts of the management to make the gathering as profitable for their representatives as possible was, from all accounts, signally successful.

When not in attendance at sessions the time was spent in the mammoth factory watching every operation in the construction of the separator from the raw material to the finished product. Each had a splendid opportunity to investigate for himself the materials, workmanship, and methods of manufacture used in the construction of the Empire. One of those present writing on some features of the visit says: "There appears to be three things that dominate the officials and management of the Empire Cream Separator Co. First: Tell the truth about the Empire; second don't knock your competitor; and third, study every method by which the farmer may, through using the Empire, make his milking cows pay him a larger percentage of profit." The improvements made in connection with the Improved Frictionless Empire" are amazing. By means of an ingenious piece of mechanism the machine is rendered almost entirely free from friction. The dragging tendency has been so reduced that the bowl of the separator will continue to revolve for fully thirty minutes after it has once attained its full speed, unless it is stopped. In order to immediately slow it down on completion of work a brake is provided for the bowl, which when applied will cause it to stop immediately."

As Bloomfield is only thirty minutes ride by rail from the throbbing heart of New York City, the company took the entire delegation for an afternoon and even ing in that metropolis. The latter portion of the day was spent at the Hippodrome Theatre, a courtesy that was thoroughly enjoyed and appreciated. Mr. J. M. Reid Manager of the Ontario Wind Engine & Pump Co., here and Mr. H. P. Hansen, a member of his staff, were the only representatives from Western Canada. Both report a thoroughly enjoyable time, but then, it was the "Empire Way."

Another Transcontinental Road.

The Great Northern Railway Company will build a third transcontinental line in Canada. Reports to this effect have been current for sometime, but only within the past three weeks have official assurances that such a step would be taken been made public. In a recent interview Mr. Louis W Hill, first vice-president of the Great Northern Co., and who in time is destined to succeed to the immense interests of his father, James J, Hill, stated that such a project would be undertaken by his company, that they had already secured terminals in Winnipeg, and that their new transcontinental line will be completed a year or more sooner than the Grand Trunk Pacific is built through to the coast

The President of the Great Northern Railway Co., Mr. James J. Hill, in a recent letter to Mr. Andrew Strang, President of the Winnipeg Board of Trade, made the following statement in connection with the projected line: "My time has been so much occupied with our western and other extensions of late years that I have been unable to visit the scenes of our early efforts; however, we are now undertaking to build up a new system, which I hope will serve to further develop your city and the country from which its prosperity is drawn."

Speculation is rife, both in railroad and real estate circles, as to the route the new transcontinental will take westward from this city, and as to the outlet which it will seek eastward from Winnipeg. We can rest assured, however, that the Hill road will make no mistake in the choosing of the country through which it will operate. It will be an immense factor in the development of Winnipeg and the entire West, and with the St. Paul Pioneer Press, we believe that it will lead to a tide of immigration within the next few years "that will out-rival any similar movement on this continent." New towns will be opened up, new stretches of virgin prairie land thrown open to the settler, and from the standpoint of the jobber and dealer in farm implements and vehicles in this country, the completion of the projected road will be hailed with delight.

Can it Survive the Fumes?

The free alcohol bill has been approved by the committee appointed to investigate it, and will undoubtedly pass the House of Representatives. But can it survive the deadly fumes of Standard Oil in the Senate?" asks Farm Implement News.

Alcohol vs. Gasoline for Gas Engine Fuel.

The constantly increasing demand for gasoline is taxing the supply to such an extent that the price is steadily advancing and is now prohibitive of its use for fuel for gasoline engines in various parts of our country. For this reason our people as a nation have been looking around for a substitute with such earnestness that a bill has been introduced into our National Congress to remove the internal duty on denaturized alcohol so as to bring the market price of that product down to or even below the price of gasoline. This bill is now having lively consideration with a fair prospect of becoming a law. In Cuba a good article is manufactured and sold at a fair profit at from 15 to 20 cents per gallon. We understand that in Germany the market price of alcohol is still lower. There is no country on the globe that has such advantages for producing cheap alcohol as the United States of America. We have the skill, the people and above all, an inexhaustible supply of raw material, says a writer in the Threshermen's Review.

The first thing necessary in marketing a cheap alcohol is to denaturize it. That is to make it unfit for drinking, make it a rank poison to the human system. This can readily be done without affecting its utility as a fuel for the internal combustion engine, or for heat, light and other industrial purposes. It is more particularly as a fuel for the gasoline engine, that we will consider alcohol in this article. It has already been demonstrated in Germany and Austria, that alcohol is as efficient a fuel for internal combustion engines as gasoline and has many desirable advantages over it. It is not so easily inflammable and consequently is not nearly so dangerous. And in case a fire is started as a result of its ignition, it is easily extinguished because alcohol readily mixes with water whereas gasoline will float on top of water which only tends to spread the flames. Alcohol can be stored and transported with much greater safety than gasoline. It can be stored almost indefinitely without loss. It does not readily evaporate. It can be kept with perfect safety about the building and needs not necessarily be buried in a tank in the ground. There is practically no loss by handling it or pouring from one vessel or container into another. We all know, who have had experience with gasoline, that the evaporation from it while pouring from one vessel to another is a source of great loss. It is also well known that gasoline cannot be kept to advantage in wooden containers or in barrels, but that air tight iron drums are necessary to prevent loss and to insure safety from fire due to the vapor arising from it. Alcohol is as safe in wooden barrels as apple cider and vinegar.

When used in the gas engine for fuel it, alcohol, burns up clean and produces no smoke or deposits any carbon in the igniting chamber or on the valves, consequently it tends to keep the valves clean instead of fouling and corroding them. Conclusions should not be drawn from this that carbon may not be deposited at all in an alcohol engine. The lubricating oil that is necessary in lubricating the piston is a source of carbon deposit. But, if lubrication is properly done and carefully watched and kept free from over lubrication, an engine may be kept free from carbon deposit indefinitely with alcohol for fuel. We also learn from sources where alcohol has been in extensive use as fuel in internal combustion engines, that there are no fumes or bad smell from burnt gases from the exhaust of an alcohol engine. This is a very noticeable and disagreeable feature in many instances where the gasoline engine is kept running in a closed room. By reason of the fact that alcohol is not so easily ignited as gasoline a much greater compression is admissible in the

GET INTERESTED IN

WELL-BORING MACHINERY

WE MAKE AN UP-TO-DATE LINE.

Our No. 1 Machine is one of the Most Complete and Automatic on the Market.

Our No. 2 Machine is one of the Cheapest Complete and Successful Operating Machines Made.

THE BRANDON GASOLINE ENGINES ARE STRICTLY HIGH CLASS.

Every Engine is fully guaranteed. When you buy one get the best with the maker's guarantee.

WHY BUY FOREIGN MAKES?

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The Brandon Machine Works Co. Ltd.

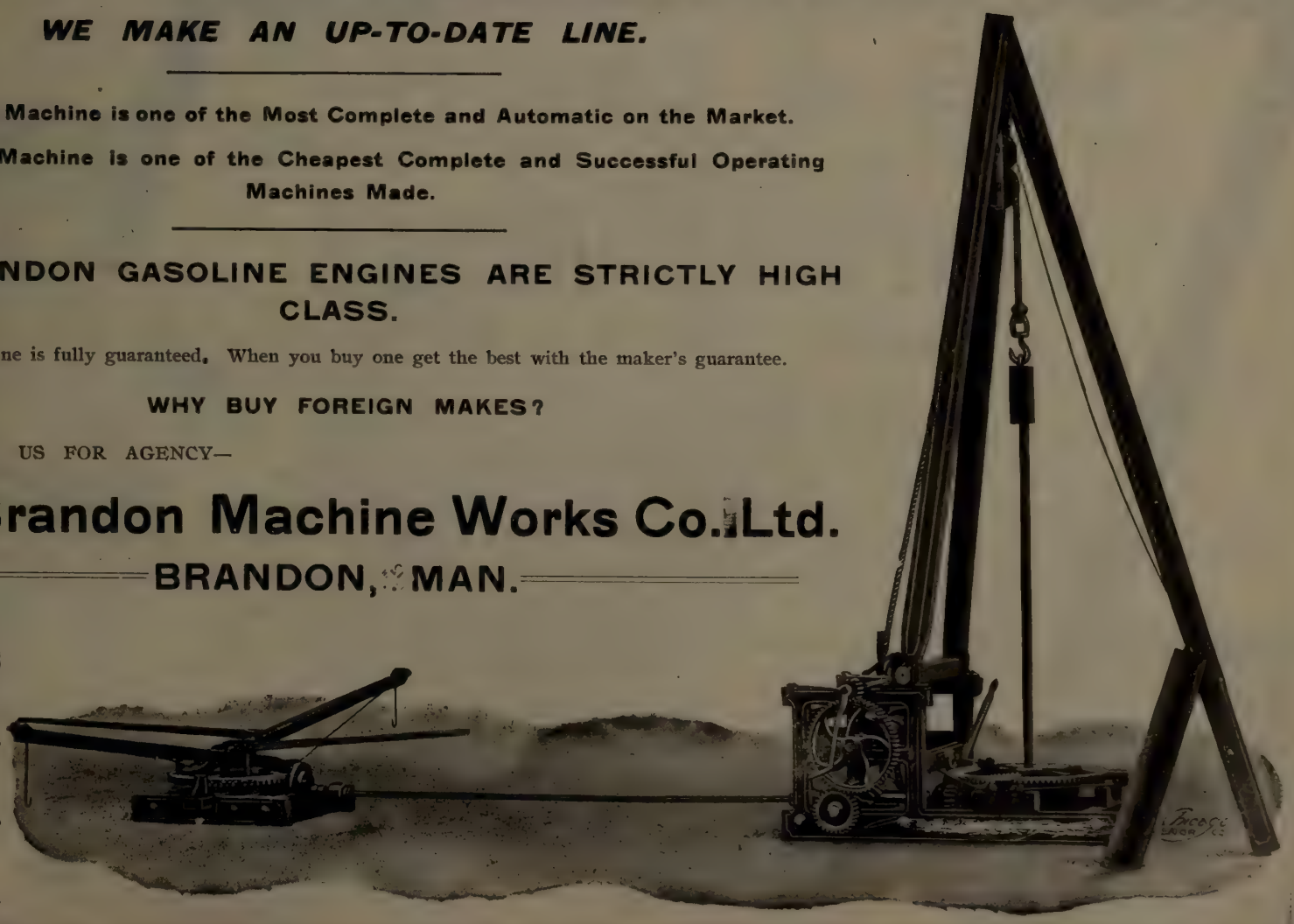
BRANDON, MAN.

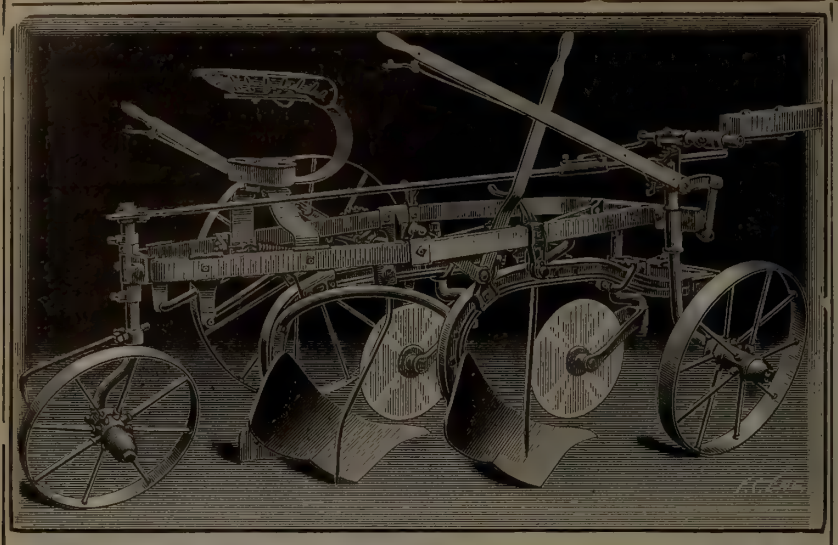
TRIP HAMMERS

EMERY GRINDERS

SAWING MACHINES

GRAIN CRUSHERS





THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

THE Frost & Wood Company LIMITED. *General Agents,*

WINNIPEG - - REGINA - - CALGARY

HOLDS
FIRST PLACE
THE NEW
North - Western Limited
MINNEAPOLIS—ST. PAUL TO CHICAGO.

These trains are new throughout, with sleeping cars of new design—more strongly built, more comfortable, more luxurious; free reclining chair cars and coaches have also been improved. All brilliantly illuminated by electric lights, providing the best train service in the world.

EXCURSION TICKETS

to Eastern Canada will be honored on the NORTH-WESTERN LIMITED

G. A. LEE, General Agent,
311 Union Bank Building;
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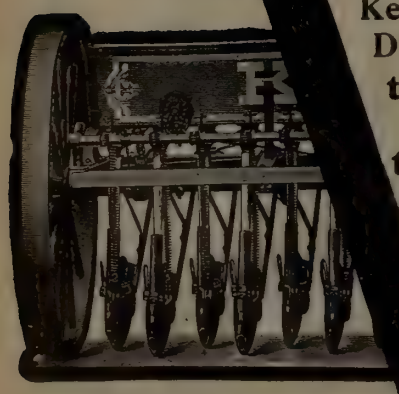
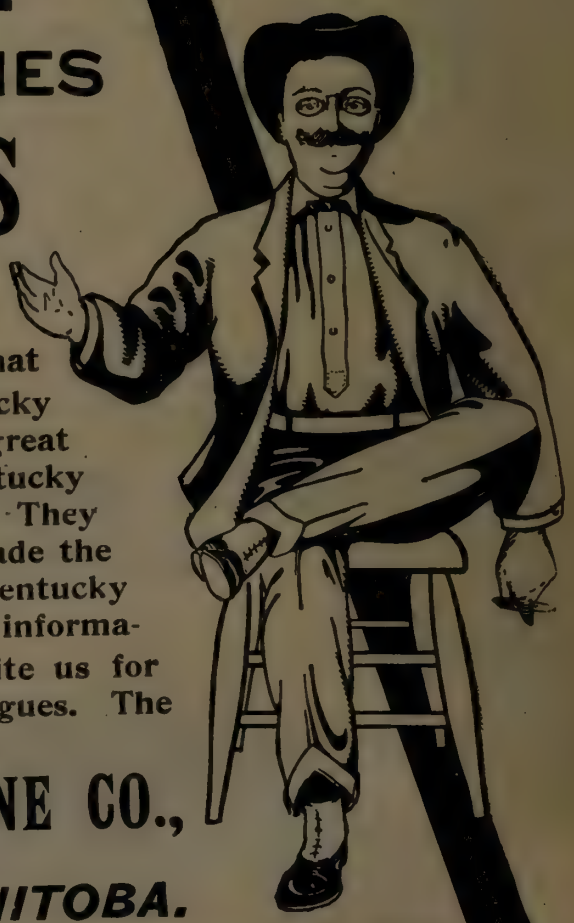
THE NORTH-WESTERN LINE

"IT'S A CINCH—"
TO SELL GOOD MACHINES
KENTUCKY DRILLS

Are "Good as Wheat in the Mill."



They are GOOD, and they do the kind of work that makes good friends of particular farmers. Kentucky Drills are made especially for the farmers of the great North-West. Closed delivery, zig-zag Single Disc Kentucky Drills enable the farmer to get into his fields early. They have all the labor-saving devices that have made the Kentucky famous. We can't tell you all about Kentucky Drills in this space, but we can and will give you information that will prove profitable if you will write us for our special agency proposition and free catalogues. The time to act is NOW.



AMERICAN SEEDING-MACHINE CO.,
CANADIAN DIVISION,
WINNIPEG, MANITOBA.

alcohol than in the gasoline cylinder. This increases the efficiency of the alcohol fuel above that of gasoline. It is possible to convert from five to seven per cent. more of the heat units of alcohol into power than from gasoline. The objection may be urged that if alcohol is more difficult to ignite is it not likely to decrease our already abundant ignition troubles in the gas motor? For a time this may be true in a general way. But as each operator who has been using gasoline for fuel learns the importance of higher compression in the alcohol engine and sees to it that the conditions for good compression are always kept up, that ignition troubles will decrease rather than increase. High compression in the gasoline cylinder causes pre-ignition and pounding in the cylinder. High compression in the alcohol cylinder is necessary to bring about easy ignition, and at the same time it increases the efficiency of the fuel. With the ordinary electric spark and light compression in the present gasoline engine, ignition with alcohol would not occur at all. And no doubt the hopes of many present users of gasoline engines will be blasted in case the free revenue law passes and cheap alcohol may be had when they undertake to substitute alcohol for gasoline as a fuel without any change or preparation of the compression. They will wonder why if alcohol is recommended for gas engine fuel their engines will not run on it. They must understand that the compression of the charges of the two different fuels is not the same to make ignition easy.

An engine that has a compression heavy enough for easy alcohol ignition would pound itself to pieces by pre-ignition if turned on to gasoline without easing up on the compression. The compression is not the only thing necessary to vary from present practices. The vaporizing of the alcohol and mixing it with air will need some attention and while certain gasoline vaporizers or carbureters may handle alcohol successfully it is likely that a general revision of vaporizers and mixer valves will be necessary for the use of alcohol. Whatever improvements and changes are necessary will be quickly wrought out once we are assured of the cheapness of the product by the removal of the internal revenue rate. The German and French people are giving special attention to the spirit motor, as they call the alcohol engine. They met with these obstacles when they first undertook to operate their gasoline engines on alcohol. But they have succeeded in overcoming them to such an extent that within the few years which received their efforts in this direction many gas engines using alcohol for fuel have been put in successful operation.

One can readily see that this fuel would be more desirable to be kept about buildings than the dangerous and highly volatile gasoline. And it is a source of satisfaction to the motorist, whether using an automobile operate his engine on a fuel that is practically free from danger when compared with gasoline, so that he can safely carry enough with him in a storage tank for a trip of almost any extent. We should hail the coming of cheap denaturized alcohol with delight and urge Congress to speedy and favorable action on the revenue removal bill.

Importance of a Substitute for High Priced Binder Twine.

The American farmer is paying too much for his binder twine because it is made chiefly from fibers that are too valuable to be used for that purpose. Surprising and ridiculous as it may seem, it is a fact that while binder twine is used only once, it is made absolutely worthless by use, and its consumption is confined within a few weeks of each year, it is made from fiber equal or superior in quality to that which goes into the construction of the finest ropes and cordage used in shipping and other commercial enterprises where durability is the first consideration.

For a great many years the best qualities of rope and cordage have been made from manilla and sisal fibers. In addition to marine and naval requirements, high grades of cordage are required for power transmission for the drilling cables used extensively in the oil fields, and for other commercial purposes. Being subjected to unusual strain and friction of pulleys and sheaves, this cordage must necessarily be made from fibers which combine great strength and flexibility, and insure a surface which will withstand the effects of friction. Another qualification of particular value is the ability to withstand the action of water, to be frequently saturated yet retain all of the original strength, flexibility and eveness when dried out. Up to this time no fiber produced on a commercial scale has been found so valuable for the purposes indicated as manilla. In many forms of cordage, sisal has been found equally valuable.

Prior to the introduction of the twine binder, the production of manila and sisal fibers was sufficient to meet all cordage requirements. The use of the twine binder extended rapidly however, increasing the demand for manila and sisal fiber, those being the materials from which the most satisfactory binder twine was manufactured. The binder is now so universally used that 100,000 tons of binder twine are annually consumed in the United States alone. Practically all of this is made from hard fiber, the bulk of it from sisal.

TO THE IMPLEMENT TRADE.

THEY SELL
AND
STAY SOLD.

Here are some lines you should handle.

LARGE PROFITS.
READY SALES.

The Norris Fosston Wind Stackers.
The Canadian Monarch Self Feeder.
The Chas. Closz adjustable Sieves & Chaffers.
Belt Guides, Oil Pumps, Thresher Water Tanks.
Special attention to repairing.
We have on hand a complete line of
Perfection Weigher Repairs, etc., etc.

Write to-day for Catalogue, Price Lists and terms to agents,

The Norris Implement Co., Ltd.,

WINNIPEG, NAN. REGINA, SASK.

In the beginning of the development of the twine binder, it was hoped that twine for use therewith could be manufactured from cheap fibers.

Experiments, however, proved that a satisfactory twine, uniform in size, could be produced, with the machinery then in existence, only from the very best qualities of manila or sisal fiber. It can very readily be understood that binder twine, being a single thread, must be uniform in size in order to work satisfactorily in the machine. With rope and other forms of cordage this necessity is not so great, for the reason that many threads are twisted together and absolute uniformity of size in individual threads is therefore not so essential. Every manufacturer of binders was interested in having the best article of twine which could be produced, in order that his machine might work satisfactorily. Competition among manufacturers was very keen and the use of the best fibers which could be obtained naturally followed. As a result, practically the entire supply of binder twine has been, up to the present time, manufactured from the very best selected manila and sisal fibers.

The enormous increase in the use of binder twine, as well as in the use of transmission ropes and drilling cables, increased the demand and consumption of these hard fibers with much greater rapidity than the production of the fiber was increased. High prices for hard fibers naturally followed. consequently, rope and all forms of hard fiber cordage command a much higher price than they did in former years; in fact, much higher than any one a few years ago would have believed possible. These facts have been thoroughly understood by the manufacturers of twine binders, who have for years been struggling with the problem of producing a binder twine as satisfactory as that now in use, but manufactured from cheaper material, thereby lessening the expense of harvesting grain and at the same time leaving a much greater supply of the best qualities of fiber for rope and cordage used in other lines of commerce. The importance of a substitute for manila and sisal has been increasingly realized.

As substitutes for sisal and manila twine, American hemp and jute have not been completely satisfactory. These have been sold to some extent for twenty years, but neither has given satisfaction equal to that derived from the use of manila or sisal, and the difference in price has rarely been sufficient to effect the difference in the working qualities of the twine from the practical viewpoint of the farmer. Other substitutes have been tried and failed. One of these was paper twine, with which the Deering Harvester Company experimented extensively some years ago. No evener or better looking twine than this was ever produced, but because of its smooth surface it slipped in the knotter. Dry weather affected its strength causing a brittleness that rendered it worthless. Expert chemists tried in vain to overcome the difficulties. Glycerine was apparently the only substance that would preserve the softness and strength, but it made the twine still more slippery and very attractive to insects. A fortune was spent in these experiments.

A more recent attempt to produce a substitute was the manufacture of twine from the wire grass which grows in the marshes of Minnesota and Wisconsin. This twine was twine as large as sisal, necessitating a special knotter and twine box.. Binder manufacturers had no faith in it, and declined to produce machines with the required special parts. A company was organized to manufacture a suitable machine, but the enterprise was not successful. The grass twine industry gave no promise of large development, because of the limited supply of raw material. Moreover, it is only a question of time until the supply of grass, which never exceeded 12,000 tons per annum, will be diminished by the reclamation of marshes in which the grass grows. Dry weather also made this twine too brittle for the work required of it. If kept damp, it worked well.

The manufacture of twine in penal institutions is by no means a solution of the problem, for this does not diminish the demand for hard fibers; and at best the farmer, who as we have said is paying too much for his twine, saves only the dealer's small margin and a portion of the manufacturer's small profit when he buys direct from the state.

The need is for a fiber from which twine can be made embodying all of the desirable qualities which have been met by manila and sisal. The success of t experiments in making twine from American flax indicate that the required substitute may at last have been found. It has been demonstrated beyond question that from American flax a twine which meets all requirements can be made; also, that such twine can be produced at a much lower cost than sisal or manila twine. It has been proven by tests that flax twine is in every way equal and in some respects superior to sisal twine.

The development of the flax twine enterprise will not only enable the farmer to obtain cheaper twine, but give many of them a market for a straw that has hitherto gone to waste. To both farmers and dealers the greatest importance attaches to the several projected flax enterprises, one of which has so far been developed that it is now producing flax twine on a commercial scale.

Goods of Quality.

The Chicago Flexible Shaft Co., of Chicago, Ill., recently favored us with three very handsome catalogues dealing with their horse clipping and grooming and sheep shearing machines. All are beautifully illustrated with numerous handsome halftones, and are exceedingly attractive. The machines made by this concern have attained a world wide reputation for quality of material used in their construction as well as their ability to thoroughly and rapidly perform the duties for which they are intended. Dealers in the West will find it to their advantage to fully investigate the merits of these goods. When writing them we would thank you to mention Canadian Farm Implements.

GREAT NORTHERN RAILWAY

THE WINNIPEG LIMITED

To St. Paul and Minneapolis

The directness of the route—the fast time—the excellence of the train, combine to make the journey a pleasant and delightful one.

Comfortable Day Coaches — palace sleeping cars, dining cars, compartment, library observation cars.

Leaves C.N.R. Depot, Winnipeg, daily 5-20 p.m.;

Connection is made with all lines east and south from St. Paul.

S.S. "Minnesota" sails from Seattle for the Orient April 29.
S.S "Dakota" sails from Seattle for the Orient June 7.
S.S. "Minnesota" sails from Seattle for the Orient July 25.

R. J. SMITH, D. F. & P. A.,
447 Main Street, Winnipeg. Phone 195

NORTHERN PACIFIC
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Wonderful Washington
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REACHED BY
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LOW OCEAN RATES

FULL PARTICULARS ON APPLICATION

H. SWINFORD, General Agent, Phone 1446
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A FERTILIZER TALK

One of the most valuable assets the farmer can have, and one of the surest indications of successful farming, is a well-kept manure heap. It is well-known that barnyard manure is the best fertilizing agent, and should be carefully preserved.

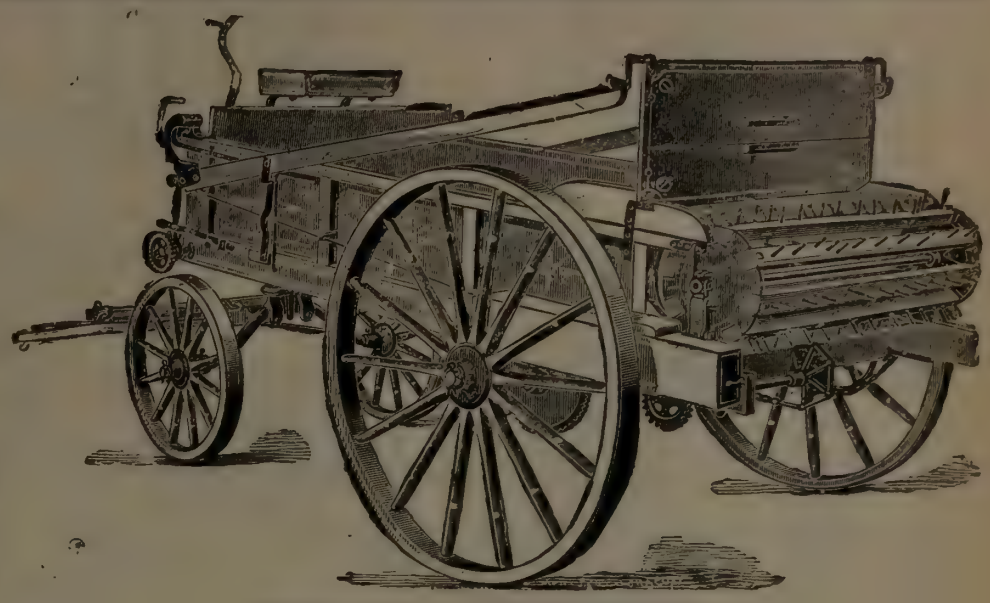
Farm manure represents fertility taken from the soil, which must be returned to it if its productiveness is to be maintained.

Hand-spreading has heretofore been the general way of placing manure upon the fields, and it remains on the land in lumps and chunks:—

WITH THE

MASSEY-HARRIS MANURE SPREADER

it is thoroughly pulverized, and spread evenly and systematically, and is immediately available as plant food, the first rain taking the nourishing properties into the soil.



Massey-Harris Manure Spreader.

WE CAN HELP THE MAN WHO HAS LOST MONEY BECAUSE HIS LAND IS POORLY FERTILIZED.

MASSEY-HARRIS CO., LIMITED,

REGINA **WINNIPEG** **CALGARY**

FOR SELLER OR BUYER

American-Abell Outfits are the Best.

THRESHING SCENE ON WESTERN PLAIN—AN AMERICAN-ABELL OUTFIT ON THE FARM OF MR. JOHN DOAN.

American-Abell Outfits make EASY MONEY and EASY WORK.

American-Abell Engine and Thresher Company, Limited

TORONTO **WINNIPEG** **REGINA**

"IDEAL" STEEL WINDMILLS

Sectional Cut of Power Mill.

THE "IDEAL"

Will get you the Windmill Trade.

Read what one or two of the many satisfied and prominent farmers of Manitoba have to say regarding "Ideal" Steel Windmills.

KILLARNEY, Man., March 21, 1905.

Goold, Shapley & Muir Co., Limited, Brantford, Canada.

Gentlemen,—The 12-ft. Brantford Ideal Windmill I purchased from your agents Messers Winram & Weir, is giving entire satisfaction. Since erected in December it has ground 700 bushels of mixed grain besides pumping water for over seventy head of stock. It pumps in a very light wind, in fact we have had to pump by hand only four times in nearly four months and I have no tank. The only thing that I am sorry for is that I didn't get one years ago. Wishing you every success, I remain,

Yours truly, SAM. T. KELLOWAY.

BRANDON, Man., Feb. 28, 1905.

Goold, Shapley & Muir Co., Limited, Brantford, Ont.

Dear Sirs,—The 14.ft. Ideal power windmill purchased from you three years ago, has given me entire satisfaction. It is very strongly made, and I consider the ball and roller bearings a great advantage, giving it more speed in a light wind. I have been using with it an 8-inch Maple Leaf Grinder and find no difficulty or want of power to drive it. I am also using one of the Goold, Shapely & Muir 12-inch grinders with my engine, and find it perfectly satisfactory and quite up to the capacity guaranteed. I have much pleasure in recommending your goods to intending purchasers.

Yours truly, JOHN McCALLUM.

DRAG & WHEEL SCRAPERS

We carry a full line of

Columbus Drag and Pressed Bowl Wheel Scrapers.

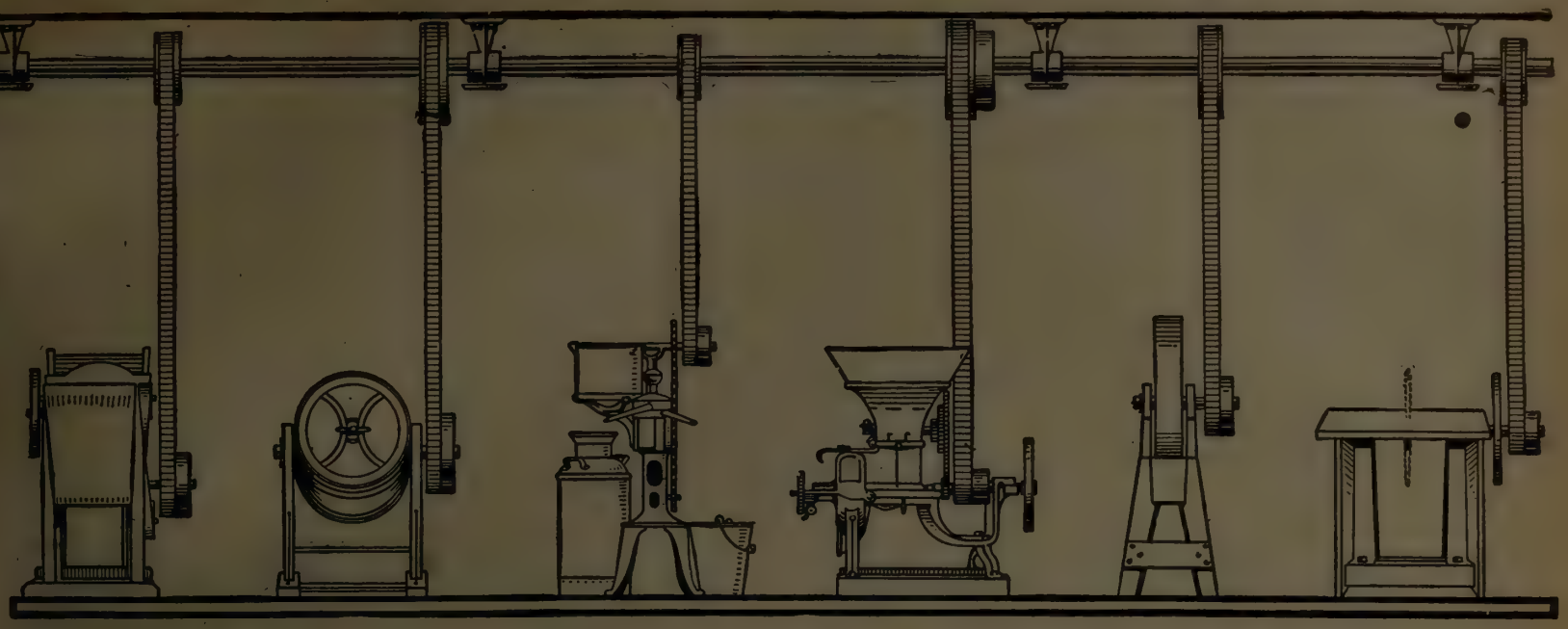
Let us know your requirements.

OUR PRICES ARE RIGHT.

Cockshutt Plow Co., Limited,

WINNIPEG.

Factory: BRANTFORD Western Branches: REGINA, CALGARY.



DO NOT OVER-LOOK THE ENGINE TRADE!

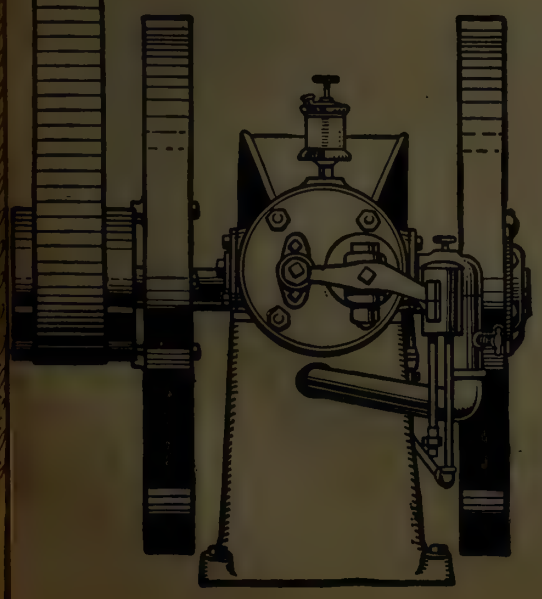
It will surely reach immense proportions during 1906, and you cannot afford to neglect it.

Here are the facts. The farmer has come to realize that the hundred and one back breaking jobs about the farm, which he and his family have been doing for years, can be more cheaply, quickly and easily accomplished with a gasoline engine than with any other form of power.

Now it is only a question with him as to which engine will do the work best. Show him the **right** engine—**show him the I. H. C. engine and you will make a customer,** because these engines have been designed by experts primarily to meet the needs of the farmer. They are simple—don't require the services of an engineer, they are durable and they use an almost insignificant amount of gasoline, less than a pint per horse-power per hour. **Besides they are always ready to work and they always work.** That's a great point with the farmer.

When you sell him an I. H. C. engine you know that he has an ever-ready source of cheap, practical power and the first time he starts and operates his engine he will know that you haven't told him **half** the good points of the I. H. C. engine.

We suggest that you write the general agent or see the blockman for particulars regarding the I. H. C. engine contract. You need this contract to get your share of the engine trade for 1906.



Built in the following styles and sizes:

Vertical—2, 3 and 5 horse-power

Horizontal { Portable—6, 8, 10, 12 and 15 horse-power
Stationary—4, 6, 8, 10, 12 and 15 horse-power

CANADIAN GENERAL AGENCIES { CALGARY, LONDON, MONTREAL, OTTAWA, REGINA, ST. JOHN, N. B., TORONTO, WINNIPEG

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U. S. A.

THE Lorne Wagon

Recognised as a leader because it is made of good material, well painted and is easy running.

OUR DISC PLOW IS STILL TO THE FRONT.

SEE OUR OTHER LINES:

BRANTFORD CARRIAGES
OLDS, REO and MARION AUTOMOBILES
BISSELL DISC HARROWS
SIMPLICITY GASOLINE ENGINES
GRAIN GRINDERS
WOOD SAWS AND PUMPS

Joseph Maw & Co.

LIMITED,

Winnipeg, Canada

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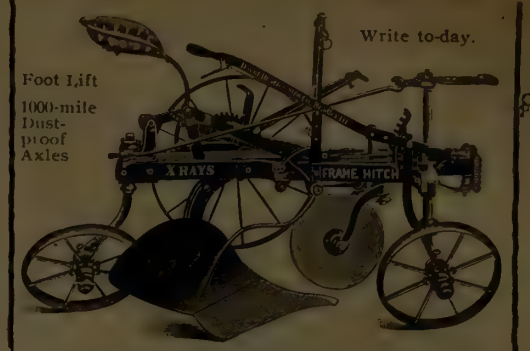


Write to-day.

Bradley X Rays Frame Hitch Sulky
A boy of 10 years can handle it.

IT PAYS

TO SELL THE

BRADLEY X RAYS
Frame Hitch Sulky

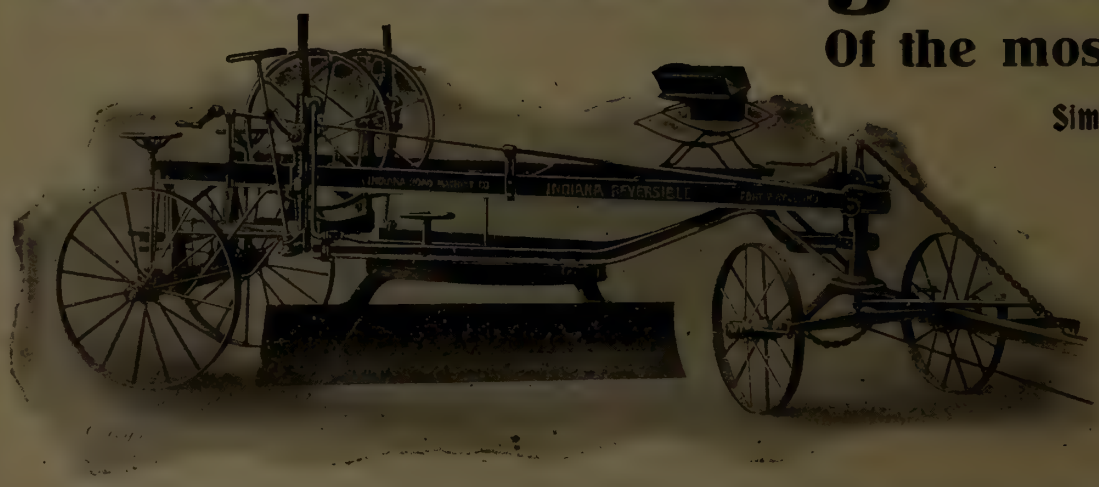
For it is a plow that has been tried by the most exacting farmers and given the best of satisfaction. It is a Frame Hitch Plow, High Lift, High Wheels, Wide Coulter Bearings Patent Stop on Frame for beam to rest on, making the wheels carry all the load, leaving no weight or friction on the bottoms. Perfect Foot-Lift—hands always free to handle team Furnished with 1000-mile Magazine Axles and our celebrated "Garden City Clipper" Bottom.

We make a full line of Farm Implements. The Bradley proposition is a paying one. Better call on us or write to our Canadian Representative in Winnipeg.

DAVID BRADLEY MFG. CO., Winnipeg, Man.
McRae Building, cor. King and James Sts.
Head Office and Factory: BRADLEY, ILL., U. S. A.

Road Building Machinery

Of the most advanced type



Simplicity—Strength—Light Draft—Rapid Adjustment—Efficiency

Rear axles are telescoping and may be fitted to suit conditions of work being done. The operator's platform is low and all adjustments handy. Does the smoothest and best work. It is strong, of light draft, easy and rapid adjustment and work cannot be excelled. The blade is 8ft. in length, can be swung clear around so that the back can be used for breaking up heavy clods of earth.

We have a full supply of all sizes of Wheel and Drag Scrapers, Railroad and Township Plows, Wheelbarrows, stump Machines, and everything required for making good roads.

Send for illustrated Catalogues describing the different machines.

W. Johnston & Co., Ltd.

776 Main St., Winnipeg, Man.

CANADIAN FARM IMPLEMENTS

VOL. III, No. 5. WINNIPEG, MAN., MAY, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

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And good weather comes, there is always an increase in the demand for harness. Throughout the West the products of our factories are recognized as **STANDARD.** That's why you should sell our goods. There is snap and style about our harness that makes it attractive to every prospective purchaser.

Our proposition a money maker.
Better get next.

Catalogues supplied to the Trade.

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Wheel Barrows

We have several styles, all made of good clear stock, well bolted and braced. They come knock-down flat and take low freight rate.

WATSON'S No. 2 BARROW
THE MOST POPULAR BARROW IN CANADA.
Removable Sides, 12-inch High

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Established 1849 Capital and Surplus $1,500,000
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Winnipeg Industrial Exhibition

JULY 23 TO 28, 1906.

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Metal Walls and Ceilings—Metal Sidings and Shingles—make homes absolutely fire-proof and lightning proof.

Leading fire insurance companies recognise this fact by making their rates ⅓ LESS on Sheet Metal Buildings than on houses of wood or brick.

This one feature alone should interest every one who is going to erect a building.

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A Money-making Proposition for the Dealer.

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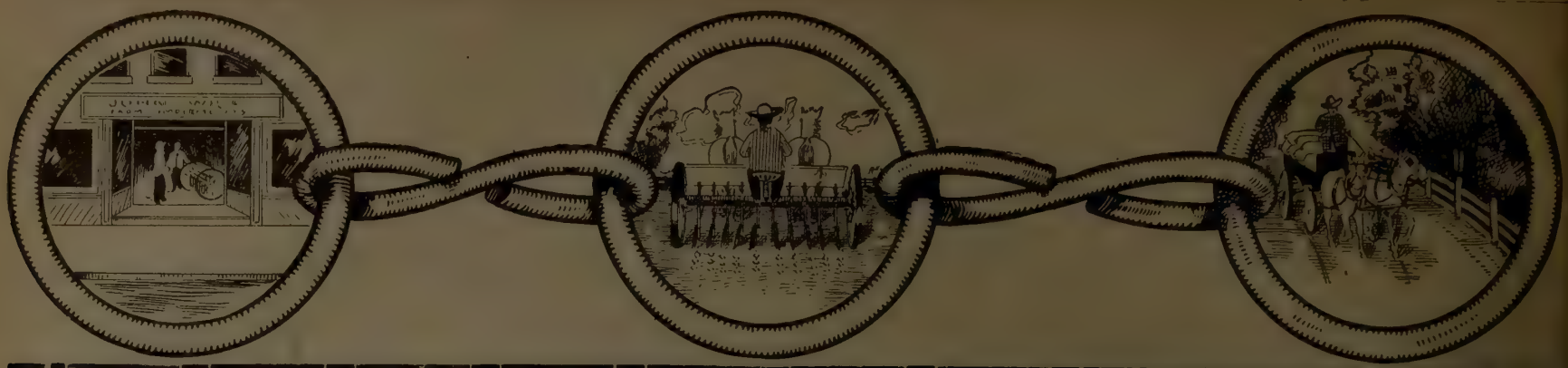

HOOSIER GRAIN DRILLS

The Hoosier Low-Down Press Drill always gives perfect satisfaction.

We also make Hoosier Double Disc and Shoe Drills.

We make a Special Hoosier Single Disc Drill to meet the requirements of the farmers of the great Northwest. It is constructed upon the "zig-zag" "closed delivery" principle, and will not clog in mud or trash. Its grain feed is positive and accurate and will sow any and all kinds of seed perfectly. It is as strong as steel and malleable iron can make a drill. It has duplex "chilled" bearings, is wonderfully light draft and free from neck weight. The Hoosier is easy on both man and team.

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GREAT INDUSTRIAL FAIR

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The Live Stock Show of Western Canada.

Larger and Better Prizes Offered for Live Stock than at any previous Exhibition.

Facilities for Exhibiting Machinery of all kinds greatly improved, including drainage of grounds, roadways and sidewalks.

The Wonderful Knabenshue Air-Ship will make Daily Flights from the Grounds.

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For Prize Lists Apply to

GEORGE H. GREIG, President.

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A. W. BELL, General Manager.

CANADIAN FARM IMPLEMENTS

Vol. III, No. 5. WINNIPEG, MAN., MAY, 1906. SUBSCRIPTION PRICE { Per Copy .5 / Per Year }

A New Railway and Distributing Centre for the Wheat Fields of the Saskatchewan—Of Interest to Manufacturers and Jobbers of Agricultural Machinery.

For several years thousands of well-to-do American farmers and others, have been taking possession of the fertile wheatfields of the Great Saskatchewan Valley. Hundreds of thousands of virgin alluvial acres of prairie pasture are each succeeding year broken up and sown to wheat. Houses, schools, villages, and towns have sprung up, and several great systems of railway have been silently sending their streaks of steel through this vast grain belt of almost fabulous fertility and far-reaching extent. Settlement has kept well in advance of railways, and railways in turn have kept far in advance of map makers. So true is this to-day, that probably nothing more misleading (though unintentionally so) about the great Valley of the Saskatchewan in Western Canada is to be found than the maps even quite recently published by some of the best map houses in America.

After the railroads and settlers, no class of persons in an agricultural region are so much interested in the extension and development of transportation facilities and in the rise of railway and distributing centres as the makers and jobbers of agricultural machinery. For this reason we put before our readers a few most important facts, not very generally known, about the recent rapid rise to a position of chief distributing importance of a new place pre-eminently adapted for the distribution of agricultural implements over a large area of wonderfully fertile wheatland now rapidly settling up and being brought under intelligent cultivation—an area perhaps unequalled in the whole world for its vast extent and unfailing fertility.

This new commercial and railway centre of the Saskatchewan, even now unknown to many outside of the private offices of the magnates of great railway systems, is Saskatoon, a place whose population is still officially recorded in the last Dominion census (1901) as ninety-six inhabitants.

In the early eighties the site of Saskatoon was selected on account of its remarkable natural beauty as a place for a village settlement, by a British colonization company. When the Qu'Appelle, Long Lake and Saskatchewan Railway tapped the fertile wheatfields of the Saskatchewan in the early nineties, the most accessible crossing of the South Saskatchewan river flowing through these almost illimitable acres of wheatland, was found to be at Saskatoon. Around this station on the Q. L. L. & S. Railway there grew up a prairie town, of much more than ordinary picturesqueness and beauty, but not of commanding commercial importance. The elevators, warehouses, mill and stores simply supplied the needs of the rich agricultural district surrounding Saskatoon. Such, in brief, is the rather ordinary commercial history of the village and town of Saskatoon up to 1906. There was nothing especially unusual about Saskatoon to attract the attention of implement men, except that a very large and rapidly increasing retail business in farm machinery has for years been conducted with most satisfactory settlements at this point.

Before this article reaches the eyes of our readers, however, Saskatoon will undoubtedly be a city, as its city charter is now before the legislature of the new province of Saskatchewan. Of the settled area of this mammoth new province, Saskatoon is practically the geographical and railway centre. It already has a population of about four thousand, and a conservative estimate places the number of its inhabitants at seven or eight thousand before the 1906 wheat crop is fully marketed.

Before even the 1906 wheat crop is threshed, the Canadian Pacific Railway will have two secondary transcontinental lines—extensions of the Yorkton and Kirkella branches to meet those from Wetaskiwin and Lacombe—in operation through Saskatoon between Winnipeg and Edmonton. The Grand Trunk Pacific transcontinental, judging from the energy and dispatch of their contractors now at work on their main line through Saskatoon, will be hauling out grain from the Saskatchewan wheatfields this fall. The Canadian Northern main line from Winnipeg to Edmonton, traversing the fertile valley of the Saskatchewan, crosses the south branch at the northern doorway of Saskatoon and connects with this rising city by means of the fourteen miles of Q. L. L. & S. Railway running from Warman Junction to Saskatoon.

This makes practically four transcontinental lines centering at Saskatoon—two lines of the C.P.R.; the main line of the G.T.P.; and the main line of the C.N.R. Besides these great avenues of commerce between the east and the west, the Q.L.L. & S. Railway, now leased and operated by the C.P.R., but negotiated for purchase by the Great Northern, passes through Saskatoon from the south-east. The Hill lines are at present applying to the Saskatchewan legislature for permission to build roads radiating in several directions from Saskatoon, including a Hudson Bay Route to Fort Churchill. The 95 miles of Hudson Bay Railway, now under construction by the Canadian Northern, north-east from Erwood, is said to be part of the far-reaching projects of Jim Hill, in the fertile wheatfields of the Saskatchewan.

Apart from the extensive plans and projects of the close-lipped railway corporations, Saskatoon occupies a unique position of strategic railway importance. It is topographically and geographically the centre of the great prairie through which most lines crossing these millions of acres of fertile wheatfields should pass on their way from the great granary of the Saskatchewan to the sea. Whether to ports on the Pacific, or outlets at the Atlantic, either by way of the well-travelled routes through Eastern Canada or the United States, or to Hudson Bay, Saskatoon is a point most all will touch. This will make Saskatoon the logical centre for the distribution of farm machinery over the widest area of fertile wheatland in America.

Saskatoon is the actual railway and natural distributing centre of the hard wheat belt of Western Canada, of which Winnipeg is the great Eastern Gateway. This new city of Saskatoon is 500 miles from Winnipeg; 325 miles from Edmonton, the Gateway of the Mackenzie Basin; 216 miles from the United States; and about ninety miles south-east and south-west, respectively, of Battleford and Prince Albert, the distributing points in the old days for the prairies of the Saskatchewan Valley. Those who know of Saskatoon, the new city of the Saskatchewan, call it the "Hub of the Hard Wheat Belt," since it occupies the central geographical position in Western Canada and has railways, now built or building, radiating to all parts of the compass and connecting it with almost all places in the new province of Saskatchewan and the whole of Western Canada.

This summer, with the advent of the two new C.P.R. lines and the G.T.P. main line into the Hub of the Hard Wheat Belt, there will undoubtedly be sharp advances in real estate values generally, and warehouse sites will no doubt go to many times their present prices. While property values have advanced since Saskatoon was a village a few years ago, and again it has recently reached the population of a city, land values are today quite low as compared with prices of similar properties in

Edmonton and Winnipeg, after making all due allowance for the present populations and commercial facilities of the different cities.

It appears to be a matter of only a short time until all large houses in the implement trade doing business in Western Canada will have to provide extensive warehousing facilities at Saskatoon. It would seem the sensible thing for manufacturers and jobbers of farm machinery to make early selections of sites in Saskatoon while values are still quite conservative; and to be early on the ground for the big wholesale and jobbing business to be handled most easily, quickly and economically from this new and important railway and distributing centre for the Saskatchewan.

An Exclusive Mail Order House for Canada.

It will neither surprise nor disconcert members of the implement trade of this country, who keep in close touch with the trend of present-day commercial affairs, to learn that Canada is to have a regular dyed-in-the-wool mail-order or catalogue house. It is stated on the best authority that such a concern has been promoted in Toronto with a capitalization of $1,000,000, backed by some of the shrewdest and most resourceful business men in the East, and for the express purpose of engaging exclusively in the mail-order business.

The main aim and object of this concern will be to sell goods to the farmers. Not only will they enter into competition with the general storekeeper and the hardware merchant, but they will handle several lines of farm implements and vehicles, thus entering into direct competition with you. The following circular letter, which is reported to have accompanied their prospectus, will give the reader a very excellent general idea of what the company intends to do. It says:—

"Dear Sir,—We are establishing a purely mail order business in Canada, and desire to draw your attention to its phenomenal advantages to you.

The mail order business is the latest method of handling merchandise in the great trade evolution of the twentieth century. The large Department store proved a success because it supplied its customers with every want and made trading easy for them; but it only reached the people of its own city and suburbs; the mail order idea was therefore introduced to overcome this limitation and enable it to do business with people far and wide.

While this move was an immense success, it was nevertheless greatly handicapped by having the enormous expense of the retail department attached to it, and so long as that remained no material reduction in the price of goods could be made.

The result of this position was the evolution of the purely mail order house, which by reason of the lessened cost of handling goods, was able to correspondingly reduce the price to the consumer. As a consequence, business came to it by millions in place of thousands by the old way, and the financial success of the great mail order houses in the United States has reached a point in magnitude that can scarcely be credited.

It is quite common for capital in mail order houses to earn from 40 per cent. to 60 per cent. in dividends, and we are firmly convinced that Canada to-day has a better field for this business than the United States, for the following reasons:—

1. This country is larger and more sparsely settled and its population has by no means the facilities for buying goods at retail that the people have on the other side of the line.

2. The profits now made between the manufacturer and the consumer in Canada are far larger than in the United States.

This country is growing so rapidly that settlers are being forced to buy goods by mail because they cannot get their wants supplied through the retail merchants whose stocks are necessarily small.

The large dividends paid by mail order houses are the result of the quick turning over of capital, amounting to ten times and more during the year. Arrangements are made with manufacturers of implements, pianos, buggies, and all heavy goods, to have them shipped direct from the factory to the consumer, thus obviating the necessity of carrying these lines in stock.

With a capital of, say $500,000, turned over ten times a year at the small net margin of 5 per cent., it is possible to make 50 per cent. on the capital in question. Some mail order houses in Chicago are turning over $40,000,000 annually in face of very keen competition; there is at least one large business house of this nature for every six millions of population in the United States, which demonstrates that there is a field for this business right in Canada.

Kindly read carefully and join us in the greatest cosmopolitan corporation in the finest country in the world."

The Free Alcohol Bill.

The free alcohol bill brought before the United States Congress during its present session was passed by the House of Representatives on April 16th, almost unanimously, only seven votes being recorded against it. This bill provides for the placing of ethyl (grain) alcohol of domestic production on the free list when rendered unfit for beverage or liquid medicinal purposes by mixture with suitable denaturalizing materials. To become law, however, the measure has to pass the Senate and here it will run the gauntlet of the strongest opposition. Behind the bill, and fighting desperately for its passage, stands the Grangers, the most powerful farmers' organization on the other side; the Federation of Labor, a great variety of manufacturers and all the retail implement dealers' associations in that country. Opposed to the passing of this bill, is the Standard Oil Co., and they are leaving no stone unturned to bring about its defeat.

Prior to its being dealt with by the House of Representatives, the House Committee of Ways and Means brought in a favorable report concerning this bill, having decided for it by a vote of sixteen to two. The report presented, closes with this significant statement: "Alcohol would be able to supplant gasoline and kerosene in the production of power and light and great good would result. It seems reasonable that this result should follow, and, with the resulting good to the great mass of our people, would far outweigh the temporary loss which would come to the wood alcohol industry. This belief is shared by the great mass of our fellow-citizens from all parts of the United States, and the de-

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE.
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
"SOLD EVERYWHERE WILL WEAR TWICE AS LONG AS ANY OTHER"
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

BISSELL'S **THE DISK THE FARMERS WANT**

Sizes for 2, 3, and 4 Horses

SOME GOOD FEATURES ARE:

CORRECT BALANCE—Stays down at its work. Other Disks buckle, bind, and hump up in the centre.

SHAPE OF PLATE—Cuts and turns the soil. Other Disks scrape and only set the soil on edge.

BALL BEARINGS—Durable, light of draught. Experienced farmers claim the Bissell Disk runs one horse lighter than others.

CAPACITY—Greater than any other Disk. A success for work on hard ground and tough places.

THE BISSELL DISK HARROW is sold in open competition with anything built for cultivating.

Drop a postal card for free particulars about this Disk. See samples with

Jos. Maw & Co., Ltd., Winnipeg, Man.
WESTERN AGENTS.
None genuine without the name "BISSELL."
Address: T. E. Bissell, Dept. "I," Elora, Ont.

mand for tax-free denatured alcohol is well-nigh universal."

The matter of tax-free alcohol for mechanical purposes is something that will sooner or later be brought to the attention of the Canadian Government. The sooner the better. Our legislators cannot afford to overlook any measure that will be for the greatest good of the greatest number. It is impossible to estimate the full value of such an enactment, but when it is known that the supply of alcohol is unlimited, whereas there are many reports of the possible exhaustion of gasoline, and that it can be produced for as low, or possibly a lower, price than the latter, one has some idea of the benefits and advantages that will accrue to consumers as well as to manufacturers by the passing of such a measure.

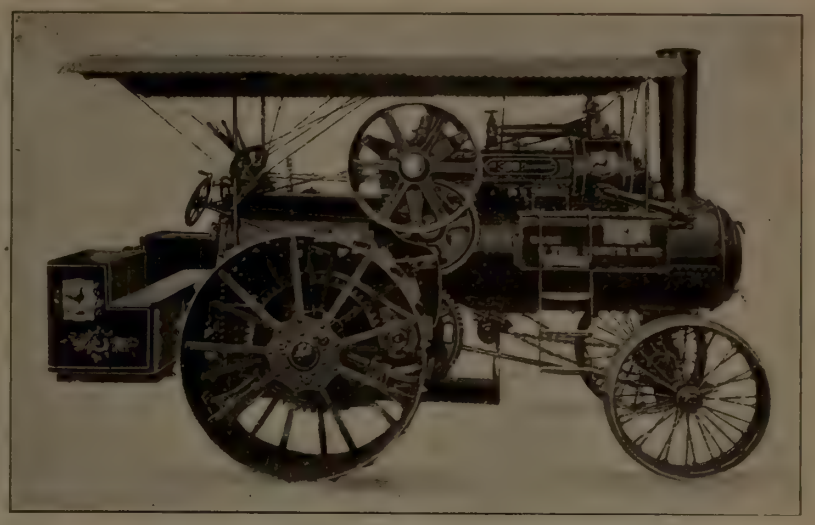
A Tremendous Trade.

Some conception of the magnitude and growth of the automobile business in North America may be gleaned from the following figures.

In 1905, 27,840 automobiles were manufactured on this continent, representing a total value of $47,768,600. Of these 22,970 machines were sold within the year. Perhaps the balance might have been disposed of but for the keen foreign competition. In all, 1,036 foreign made cars were sold for $69,412, or an average valuation of $6,700 each.

A Most Creditable Production.

We were the recipients a short time ago, of the Empire Cream Separator Co. catalogue for 1906. As our readers well know, this popular separator is handled for Western Canada by the Ontario Wind Engine & Pump Co. From cover to cover, this catalogue bristles with facts concerning the "Improved Frictionless Empire." We note that the company have greatly reduced the size of their separator. They state that while doing so, they have at the same time increased the capacity of the machine and that it is almost fifty per cent. easier of operation than formerly. In correspondence with their Western representatives recently, the manufacturers stated that they were completely sold out with thirty carload orders ahead, waiting immediate shipment. A new feature of the "Empire" is the bowl brake. This is necessitated because when the bowl attains full speed, it will run thirty minutes by its mere momentum after the crank is let go. The brake is automatic in action and will stop the bowl in five seconds. The catalogue is a very handsome production and a decided credit to both the company, the designers and the printers. The Ontario Wind Engine & Pump Co. will be pleased to forward a copy to all dealers making application. Don't overlook the fact that you will do us a favor if you mention Canadian Farm Implements.



American-Abell 40 h. p. Cross Compound Engire.

More Power.

"More power to your arm, old man," is a phrase frequently heard and that it is not always a mere phrase is evidenced by the repeated demands from all sides for more power. The cities want it for their manufacturers, and the agricultural communities want it for many different purposes.

As a proof of this demand for "more power," we have only to look at the huge traction engines that are now being turned out from the factories of the manufacturers in this line. We recently received an invitation from Mr. Hartshorn, manager of the American-Abell Engine & Thresher Co., to pay him a visit and look at some of their latest and "up-to-date" date" traction engines.

We went, and after looking over the many styles of engines shown by this firm, the engine that attracted and held our attention was one of the latest,—a 40 h. p. Cross Compound Traction Engine, an excellent illustration of which appears herewith. The particular feature of this engine and one that stood out prominently is described in the heading of this item "power."

It is only a matter of three or four years ago that an 18 h. p. traction engine was a big thing, but the demand for bigger things has advanced by leaps and bounds, and today the engines that do the work in Western wheatfields are the big thirty and forty horse powers. That the manufacturer has kept pace with the demand is amply demonstrated by a visit to the American-Abell Co.'s plant where one may see the "big fellows" coming in and going out every day.

DID IT EVER STRIKE YOU

that there is **more money** to be made out of our lines than you can make out of most other lines you handle? Windmills are more in demand than ever before; **Why?** because once put up **the power costs nothing,** and with the abundance of wind available in this country, the farmer can pump water, grind feed and saw wood whenever he wishes to do so.

We send EXPERT SALESMEN to help you sell and EXPERT WORKMEN to put up the Mills.

ISN'T THAT A CINCH?

Write for our Agency to-day. We have

THE BEST WINDMILLS — THE BEST GASOLINE ENGINES
THE BEST PUMPS — THE BEST CREAM SEPARATORS
THE BEST HORSE POWERS

In short **THE BEST** of everything in our various lines, and **we want THE BEST Dealers to represent us everywhere.**

4½ H. P. Stickney

New Frictionless EMPIRE

The Ontario Wind Engine & Pump Co., LIMITED,

83-91 Chambers St., WINNIPEG, MAN.

Perfect Milking Machine Wanted.

From time to time we hear reports regarding the progress that is being made in connection with the perfecting of the milking machine, but up to this date we have not heard of the placing of many of these machines on dairy farms. The reason is obvious—the milking machine has not yet reached that stage of perfection that will warrant its general adoption by progressive dairymen.

For a number of years two or three concerns have been devoting a great deal of attention to the ultimate perfection of this machine, but so far have been more or less confining their energies to the experimental end of the business. That there is a wide and profitable field for the milking machine, there is not the shadow of a doubt, and the person who successfully solves the problem of a practical machine will at the same time have assured his future.

One of the greatest sources of detriment to the dairying industry is the question of help. It is almost entirely impossible to secure sufficient labor, and what can be secured is generally most incompetent. In order to alleviate the situation and cause the dairying business to make greater progress in the future, something must be done. One of the quickest means of improving the conditions will be by the invention of a practical milking machine. This state in connection with dairying is not alone confined to this continent, but prevails even overseas, as the following portion of a letter from Colonel Worman, Canadian Agent at Melbourne, Australia, states:—

"If some inventive genius could produce a milking machine of entirely satisfactory mechanism, there is an enormous market available in Australia. The only retarding factor in the butter industry has been the trouble of insuring proper milking. Very many dairy farms capable of carrying 80 to 100 or more cows, at present have herds of only 30 to 40, which is the limit that can be handled by the producer's family. These farms, as a result, rely only partly on dairying, much of the land being used for other less remunerative, but less arduous branch of agriculture. Paid labor has given generally poor results. The means to increase the herds are at hand, and in three years the number of cows milking could be doubled. Hundreds of farmers now growing grain only would enter into dairying if the labor trouble were overcome. The milking machine is the solution of this difficulty."

A Recent Invention for Blacksmiths.

Very recently the Melotte Cream Separator Co. moved from their greatly cramped quarters at 124 Princess Street to 312 Ross Avenue. Here they have the entire second floor of a handsome new brick block, which will give them in the neighborhood of 5,000 square feet of floor space. The company are having the front part of it, which faces to the north, fitted up for office purposes, the balance being utilized for sample rooms and warehouse accommodation. The Melotte Cream Separator Co. are building up a large and profitable business, not only in connection with their celebrated cream separator, but also in the following lines: gasoline engines, trip hammers, wood and iron pumps, belting, etc. They are also placing on the market a new invention used in connection with the shoeing of fractious and ungovernable horses, known as the Barcus horse stock. This will interest all blacksmiths handling farm implements, or will give the dealer a chance to sell the blacksmith who is not handling machinery a very up-to-date and useful article. They control the sale of a new line of stock foods, known as the Colonial, which is manufactured especially for them. They will be pleased to forward information to all dealers applying for same. Mention Canadian Farm Implements.

Regulation Width Between Sleigh Runners.

"The width between sleigh runners shall be eight feet, three inches." Such is practically the text of the ruling given by the Municipal Bills Committee of Ontario Legislature a short time ago, when this long-debated matter was brought up for consideration. Manufacturers desired a narrower gauge, while farmers argued for a wider standard between runners. The Committee decided on the width given above as a compromise. All sleighs manufactured in Ontario now must be 8 feet, 3 inches between runners, and all sleighs must conform to this regulation after December 1st, 1907.

The Dealer and Separator Contests.

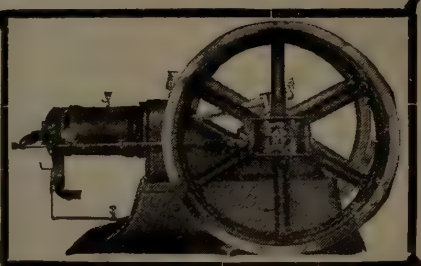
One of the most detrimental features in connection with the cream separator is that which induces a dealer to become a participator in a contest for the purpose of trying to demonstrate wherein the machine he is handling is superior to those sold by his competitors. Contests from the standpoint of the wise dealer, are things that should be carefully and everlastingly avoided, for the very simple, but excellent reason that one who engages in them has little to gain and much to lose. We have had it dinned into our ears since we left the schoolroom that "competition is the life of trade," and after some years, we believe that such is the case, always providing that the competition is legitimate, fair and above board.

As a rule, in separator contests, there is always much to be desired, and they generally wind up in the most unsatisfactory muddle, one participator claiming one thing and another something else. Contests of this nature cannot be conducted in a friendly manner. They practically mean that the machines that fail to make the greatest impression on those who are the judges are forever doomed as far as their future sale is concerned in the territory in which the contest is held. Again, too frequently the judges chosen are farmers, who, while probably pains-taking and thoroughly conscientious in the discharge of their duties, are neither fully competent nor qualified to render decisions in such a test, owing to the fact that they are not in possession of the knowledge regarding the fine details and technical points of the separator's construction, nor are

THE SIMPLICITY
GAS and GASOLINE
ENGINES

Every Dealer should get our Agency Proposition before contracting

They are demanded by every Farmer who has an opportunity to examine them in operation



MANUFACTURED BY
Western Malleable & Grey Iron Mfg. Co.
Milwaukee Wisconsin.
FOR
Joseph Maw & Co., Limited,
Winnipeg, Canada.

Melotte Cream Separators

The chief selling points of the Melotte are **DURABILITY, SIMPLICITY, and STERLING value.** Easy to operate, easy to clean, and easy to sell.

Write us to-day for full particulars.

Melotte Cream Separator Co., Limited

312 Ross Avenue, WINNIPEG.

they able to properly look after the testing of the milk and cream. Such a position calls for a man who has devoted his time to a thorough instruction in the construction of the different high-grade separators, in other words, one who is a practical dairy expert.

Now, it is the aim of the farmer to encourage tests. He comes to the dealer with a proposition for the purchase of a cream separator, on condition that he be allowed to take it home for trial. The dealer agrees and soon it becomes noised around among the other members of the trade in the town that Farmer So-and-So got a separator from Dealer So-and-So on trial. As soon as the other dealers hear of it they immediately besiege the farmer with the request that they too be allowed to send a separator to his home on trial. He readily acquiesces, believing that he will thus secure the best machine at the lowest price, and the trouble is on. If a farmer cannot make a choice and come to a decision on what make of separator he thinks would be the most profitable for him to purchase without compelling the dealer to go into a test, the wisest agent is the one who will forego the possibility of making a sale by refusing to entertain such a proposition.

The dealer, however, who accedes to the farmer's wishes and sends down one of his machines to take part in the test is making a serious mistake. The cream separator has long passed the experimental stage and its practical worthiness has been demonstrated time and time again, and there is no valid argument in the world why any person selling separators should be forced to allow another person to take a machine out merely for the purpose of testing it with the probable chance of making a sale. Will the catalogue house do it? Not much. Then why should the dealer who is carrying on his business honestly and legitimately be asked to do so.

The manufacturers of all high-grade machines cover their products with guarantees, and this should be quite sufficient to satisfy the doubts of any prospective purchaser. We believe it would be in the best interests of the whole trade were these guarantees more clearly defined as to the length of time they are intended to cover. The concerns making high-grade cream separators build their machines honestly and thoroughly. They use only the best material procurable and employ the most skilled labor in the construction work. Why, therefore, should they be compelled to grant warranties covering an indefinite period. We believe that both the dealer and the user must have some measure of protection against possible defects in material and workmanship, but is there any real reason why the warranty should cover a longer period than six months or, at the most, a year from the time the separator leaves the dealer's warehouse?

With the full guarantee that goes with the best makes of separators there is no necessity for contests. They cost the dealers who are not the winners more than they can make by two or three sales. Suppose six dealers go into a contest, what happens? The separators are tried and some particular point in one machine makes a good impression on the prospective buyer. He decides it is the best machine for him to buy, so he takes it. The other five machines have been used considerably and, while such use does not affect the working qualities of them in the slightest, still they are not perfectly new, and in almost every instance the dealer has to sell at a reduction. Five dealers lose where one gains.

Then there is the question of the time each of the different agents spent in endeavoring to secure the sale. "Time is money," and five dealers are that much more behind. Extra effort and greater energy in five different cases results in nought, and five dealers are considerably disgruntled at the outcome of the test. Such contests breed prejudice, slander, mud-slinging, in fact everything that goes to make for disagreeableness. As one writer says: "This may be a form of advertising, but it is extremely expensive and unmanly." Manufacturers should do all in their power to discourage the holding of contests, trials, etc. No good results ever come from such forms of competition, and by eliminating them the dealer will find that he will have more money, better friends and a larger business.

Sell U.S. Cream Separators

The continued high price of butter is booming the Dairy business. But to make the greatest profit from his cows every farmer needs a cream separator. The returns from last season's crops have given most farmers the cash to buy one.

What they want to know is "Which is the best separator?" It's easy to prove that the Improved

U. S. Cream Separator

is the answer.

Its simple, clean skimming bowl; its strong, enclosed, self-oiling gearing; its low. easy-to-fill milk tank are points which catch the farmer's eye, and lead him to **buy.** These points should interest **you** too, Mr. Dealer, because they mean quick sales, and a whole lot of free advertising by satisfied users —the best kind of advertising, by the way.

There are farmers who deal with you regularly, who would buy a U. S. Separator if they could look one over in your store.

We would like to put one there under the guarantee that it will satisfy you. We want to explain our proposition fully. Write us now while you have the matter in mind. A two cent stamp may mean many dollars in profits to you later on.

VERMONT FARM MACHINE CO.,
Bellows Falls, Vermont.

Prompt deliveries from eighteen centrally located warehouses in the U. S. and Canada.

DE LAVAL

The World's Standard of Cream Separator Value.

It has been pertinently said by a man prominent in dairy affairs, that

"If the time spent by manufacturers of other cream separaiors in an endeavour to convert the public to the belief that theirs is as good as the De Laval, were spent in an honest effort to raise the actual value of their machines to the DE LAVAL STANDARD, the result would be immensely profitable to the inexperienced buyer."

Our Catalogue explains De Laval Superiority. The Machine speaks for itself under all conditions.

DE LAVAL SEPARATOR CO.,

14-16, Princess St., WINNIPEG.

MONTREAL TORONTO NEW YORK CHICAGO
PHILADELPHIA SAN FRANCISCO

Calgary.

Mr. Jas. M. Martin, implement dealer at Airdrie, was in the city on a business trip recently.

Mr. J. F. Sinclair, of the Alberta Implement Co., High River, spent several days in the city a short time ago.

Mr. F. W. Kent, traveller for the Northwest Thresher Co., was in the city for a couple of days recently.

Mr. W. G. Hunt, manager of the Massey Harris Co., just returned to the city a short time ago from a trip through the north country.

Mr. J. P. Minhinnick, general agent of the Frost & Wood Co. here, recently left on an extended trip throughout Northern Alberta. He will be gone several weeks.

Mr. John Kelly, of the firm of Kelly & Beals, Edmonton, spent a week in Calgary during the past month. He reports a splendid business throughout the Edmonton district.

The latest addition to the financial institutions of the city is the Dominion Bank, which opened for business on Monday, May 7th. This makes the twelfth chartered bank in Calgary.

Mr. H. A. Dunn, manager of the Fairchild Co., at this point. was on the sick list for some days during the past month. We are pleased to report, however, that he has now recovered.

Mr. J. L. Dobbin, lately representing the Uneeda Supply Co. here, has severed his connection with that concern and is now travelling out of Edmonton for the International Harvester Co.

Chapin Bros., general agents for "Port Huron" and "Avery" threshing lines, have opened up an office on Main Street, a few doors east of the post office. They report a large business in steam plowing outfits this spring.

The long spell of dry weather has been the cause of a great deal of damage from prairie fires. In some sections these have been so severe that they spread over whole townships. The dry weather has also been detrimental to the fall wheat crops that were sown late in the season. Fall wheat that was sown early is all looking first class. It will be an expensive lesson for some of those who think any time of the year will do to sow fall wheat.

Brandon.

Mr. W. Galbraith, implement dealer at Oak River, was in town a short time ago.

Mr. McLean, of Hamiota, Man., was in the city on business recently on his way West.

Mr. J. Bean, of the Nichols & Shepherd Thresher Co., is a frequent visitor to Brandon.

Mr. W. S. Peters, agent for the Massey Harris Co., at Wawanesa, Man., was a visitor to the city a short time ago.,

Mr. Gordon McQueen, dealer at Carievale, Sask., spent a day in Brandon en route to Winnipeg recently.

Mr. C. F. Verity, of the Verity Plow Co., Brantford, Ont., was in Brandon during the past month in the interest of his concern.

Mr. J. W. Docker, manager for the Gaar Scott Co., at Winnipeg, was in Brandon in his firm's interests recently.

Mr. J. McDougall, dealer at Virden, Man., is a frequent visitor to the Wheat City. He was here on business again last week.

Mr. L. Hartshorn, Manager of the American-Abell Co., of Winnipeg, was registered here for a day or two during the past month.

Mr. George Erb, manager of the Waterous Engine Works Co., Winnipeg, was in the city for a couple of days recently in the interests of his company.

Messrs. W. McEwan and T. Cripps were in the vicinity of the Wheat City for some days during the past month pushing the wares of the Gaar Scott Co.

The handsome new bank buildings erected for the Bank of Montreal and the Commerce Bank were completed and ready for occupancy the 15th inst.

Mr. M. J. Carruthers, of the Port Huron Co., has evidently been making a strong bid for business in this territory. He has been here weekly for the past six weeks.

Mr. C. Roth, of the North West Thresher Co., who is stationed here, has been travelling to several points both West and East. He reports doing business at Yorkton and Frobisher.

The drill trade has not been as large as usual this spring throughout this district, but the gang plow sales have easily doubled. The season so far has been most satisfactory in all lines.

The Brandon Machine Works Co. have had plans prepared for a $15,000 addition to their already large premises. It is understood this addition is for the purpose of storing and office quarters.

We met Mr. W. J. Papst of the Robert Bell Engine & Thresher Co., of Seaforth, Ont., and Winnipeg, while in the city on his return from a Western trip in his firm's interests. He reports many fine orders.

Mr. A. E. Gardiner, head salesman for the Neepawa Stacker Co., called here recently on his return from an extended trip to the West and South. He reports excellent prospects for the sale of the Neepawa Stacker.

Mr. W. A. Coffman, who until the 10th of May was manager of the Threshers' Supply Co., Winnipeg, was in the city en route West and East recently. He was accompanied by Mr. A. M. Bannerman, one of the firm's travellers.

The Manson Campbell Co. have added carriages to their stock. They will handle Wm. Gray & Sons' goods, and recently received a large shipment. They recently completed a show room for this line and expect to get their full share of the carriage business.

Mr. A. E. Robertson, general collector for the J. I. Case T. & M. Co., has moved his family from Carman to Brandon, and is making this his headquarters for collection throughout the central

The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your Pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

W. JOHNSTON & CO., Limited

Agents, WINNIPEG, MAN.

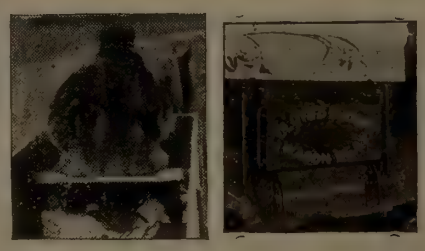
We want every Dealer to investigate.

MANUFACTURED BY PETERS PUMP CO., KEWANEE, ILL.

DEALERS:—Here is something to interest you

LLOYD'S

Handy Wagon Seat



The Lightest, Handiest, Cheapest and Most Durable Seat on the Market.

Order your supply of Wagons short Seats, and give this Seat a Trial.

Read what one Dealer says:—

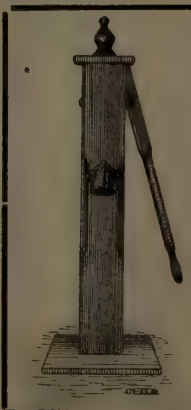
Belmont, Man., April 28th, 1906

This is to certify that the Wagon Seat sold by Mr. B. F. Lloyd, of Wawanesa, is the most useful Wagon Seat on the Market. My customers ask for them when buying a new wagon and I am frequently asked to take the old style seat in exchange for them. I am willing to answer any enquiries that may be made of me with regard to these.

C. DRUMMOND HAY.

B. F. LLOYD,

Box 48. WAWANESA, MAN.



JUST OUT

CATER'S NEW CATALOGUE

ON PUMPS, WINDMILLS, GASOLINE ENGINES, ETC.

ASK FOR IT, IT IS FREE.

BRANDON PUMP & WINDMILL WORKS.

BOX 410. BRANDON, MAN.

district. This is another indication that the large concerns consider Brandon an excellent railway centre for reaching all out-lying points.

Mr. E. A. Mott, Manager of the Cockshutt Plow Co., Winnipeg, accompanied by Mr. G. Hedlake and Mr. J. A. Hedlake, both from the factory of the company at Brantford, Ont., were in this vicinity recently, making inspections at various points in the interests of their plow business. These gentlemen report the home plant running overtime in order to fill the large orders for plows received from the West.

Mr. Henry Nichol, an old time implement dealer here, but for the past few years a farmer in this section, died at St. Paul, Minn., the result of an operation for cancer of the stomach. The funeral took place on the 10th of May and the large number of citizens that followed the remains to their last resting place, evidenced the high esteem in which the late gentleman was held. The funeral took place to Brandon Cemetery, and fully a hundred and thirty conveyances were in line when it started from his residence. Mr. Nichol took a great interest in agricultural and municipal matters and was recognized as one of the foremost farmers in the Brandon district. He also started the plow business of the Harris Son & Co., at this point, and was highly respected and thought of by all who knew him.

An Old Country Company.

To the Martin's Cultivator Co., of Stamford, England, we are indebted for a small circular descriptive of a number of their noted specialties. These include cultivators, swath-turners, side-delivery rakes, harrows, whippletrees, horse hoes and numerous other lines. Any who desire further information concerning this company may secure it by writing to the above address.

Another New Line.

A special engine for fire protection purposes, for use in small towns and villages, is among the latest additions to the already numerous lines of the Ontario Wind Engine & Pump Co. This consists of a close top two-cylinder force pump of the latest pattern. The valves and stuffing boxes are all of brass, and the piston rod is cased with brass. Two wooden levers are furnished with each pump so that six men may work at once. It is also made with iron "folding brakes" so that it has ample length for operation by ten or a dozen men. It is mounted on a low truck and in this way may be easily moved about. We had the pleasure of seeing one of the first of these engines while passing through the Winnipeg warehouse of the company en route to Altona, Man. The name of the town was attractively painted on it, and it gave every evidence of high class workmanship and care in construction.

This company are at present installing an irrigation outfit for the Indian Industrial School at Kamloops, B. C. This consists of a 12 ft. airmotor on a 30 ft. steel tower, operating a 6-inch irrigation pump. The water is raised from the river to a reservoir twenty feet above, where it is always available for irrigation purposes. This firm recently received a cable order from the British Government for thirty of these outfits for installation on an island in the Mediterranean.

Are You Interest ed

We have been informed by a prominent dealer in a thriving town of about 1,500 population in central Manitoba that it is his desire to sell out. His reasons for doing so are excellent and convincing, and will be furnished to any prospective purchaser on application. The business should net a hustler from $2,000 to $2,500 annually. If you are interested in making such an investment, or know anyone who is, full information regarding the location, price, conditions of sale, etc., will be furnished upon application to Canadian Farm Implements, Winnipeg, Man.

"Some Pumpkins."

"Reciprocity with Canada is of greater importance to the manufacturing industries of the United States than reciprocity with any other country. The American Reciprocal Tariff League should not use all its ammunition on the German tariff," says Farm Implement News. What U. S. trade paper would have voiced such sentiments ten to fifteen years ago? Don't all speak at once.

The Flying Dutchman Line

COMPRISES THE

FAMOUS MOLINE PLOWS, BLUE RIBBON VEHICLES,
GENUINE T. G. MANDT WAGONS.

Moline Stubble Plows
Northern Queen Brush Breakers
Western Queen Prairie Breakers
Good Enough Sulkys
Best Ever Sulkys & Gangs
Economy Disc Harrows
Etc., Etc.

No. 19 BLUE RIBBON ROAD WAGON

Blue Ribbon
Top Buggies
Road Wagons,
Driving Wagons
Democrats,
Delivery Wagons
Etc., Etc.

Our Stock is complete in every detail—Implements, Wagons, Vehicles. Let us have your Second Orders for prompt attention.

CANADIAN MOLINE PLOW CO., WINNIPEG

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

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This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. Blakely - President and Manager.
P. G. Vanvleet - - Vice-President.

Member Western Canada Press Association

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WINNIPEG, MAN., MAY, 1906.

Retrospection and Outlook.

In accordance with the expectations and anticipations of the greater nunmber of our readers the trade outlook for 1906 in Western Canada is most gratifying. This fortunate state of affairs is not alone confined to the implement and vehicle business of the country. Commerce in all lines is making marked progress. No stagnancy or backwardness prevails and a healthy, bouyant feeling dominates the different markets. From many sources we have been informed that the aggregate sales in the West for the first four months of this year will show a large increase when compared with the figures of last season, and this is surely the most trustworthy criterion of the expansion of our commercial projects.

At this time, when the dealer has finished the deliveries of his first spring orders and is looking after the second wants of his customers, when the farmer has practically completed his seeding operations, and when the whole country is humming with the industry of a new-born season, a little glance into the past and glimpse into the future should not be amiss. As we look back over conditions governing our own trade for the past four months, we find many reasons why manufacturers, jobbers and dealers should be fully satisfied with the results so far achieved. The tremendous business already done is sufficient warranty for the assertion that this will prove the most profitable year in the history of the implement fraternity of Western Canada.

From the standpoint of the dealer, the season has left little to be desired. There was an unexcelled demand for all classes of spring goods. Especially was this so in the case of the newer settled portions of the country. At these points there was an enormous trade done in plows of all kinds, harrows, drills, and other lines essential for spring work. Dozens of new dealers opened up for business, and doubtless all secured their share. In the older parts of the country excellent trade was the result of intelligent effort. Dealers in these sections had a long-looked-for opportunity to get their old stocks cleaned up, and this was an end much to be desired.

To the jobber the season brought its full share of success. Orders flowed into his office in continual streams. Many had the greatest difficulty in meeting the wants of their customers owing to the fact that the latter did not get their demands in until the very last moment. As we said in a previous issue, this state of affairs gave the jobbers much additional trouble and greatly increased expense, but we are confident the dealers, as a whole, have had an excellent lesson in the folly of holding their orders until the eleventh hour. With the dealer and jobber successful, the manufacturer could not be otherwise. To him the past four months have brought a fuller measure of prosperity, and his prospects, along with those of his brothers in trade, are of the most rosy nature.

With the farmer, upon whom the success of the manufacturer, jobber and dealer most largelv depends, everything has combined to place him on the highest pinnacle of prevalent prosperity. The winter being mild, all reports indicate that the different classes of live stock passed through that critical season in excellent condition. While market quotations on beef, mutton or pork have not been such as to wring glowing terms from the agricultural press, the year compares very favorably with its predecessor. Prices for butter and eggs have been high and maintained, and the grain and other markets have done business on a normal and satisfactory basis.

Seeding was carried on under almost ideal weather conditions. The greatest portion of the crop is already sown, and the balance will go in during the next couple of weeks. Settlers are pouring into the West from all portions of the universe, and scattering to all parts of the three great prairie provinces. No particular territory is favored more than another. The main idea is to get located as close to a railway point as possible, and, with this end in view, homesteaders are hustling on to the grounds as rapidly as conditions will permit. Thousands of acres of virgin prairie will be brought under cultivation this year, and there will undoubtedy be a tremendous increase in the total crop returns.

Real estate values, both city and country property, continue to advance and there is no surer barometer of the prosperity of the West than this. New banks are being ushered into existence, and those already well established are opening branches all over the country. The financial situation shows many signs of improvement. A considerable reduction is reported in the amount of outstanding credit, and while conditions in this connection are not yet all that they ought to be, another crop of last year's proportions will place the monetary market in an excellent position. Grain elevators are being erected by the hundreds throughout the West, and many new towns and villages are progressing. The different lines of railways under construction are being rapidly pushed to completion, and many of them will be ready for transporting the crop of 1906.

All in all, this year has made a most glorious start and, with the rest of the West, we sincerely hope no cloud will arise to blight this most excellent outlook.

Local Association Changes Its Name.

At a special meeting held on April 27th, in the rooms of the Board of Trade, the Winnipeg Wholesale Implement & Carriage Association decided to change the name of their organization to that of the Winnipeg Wholesale Implement Association. The matter of the revision of the constitution left over from the adjourned meeting of Good Friday, April 13th, was taken up and thoroughly discussed with the result that the Association has adopted an entirely up-to-date and more workable constitution. With this new code of rules and regulations, the organization will have a wider field for action; and shows that the Winnipeg Wholesale Implement Association are anxious to keep abreast of the times.

Of Interest to Manufacturers and Jobbers.

The attention of all manufacturers and jobbers in farm machinery is especially directed to our carefully prepared and important article on page five, dealing with the distribution of agricultural implements in the new province of Saskatchewan and the great Saskatchewan Valley.

Come, Let Us Get Together.

On numerous occasions we have expressed the wish that we might have the pleasure of receiving letters from members of the trade, dealing with problems and matters of vital interest to all connected with it. There are many lines of thought that may be taken up, and made of benefit and advantage to all the retailers of farm implements and machinery in Western Canada. Every season marks the advent of some new phase of the situation, and as the dealers are the men on the ground, it is on them that both the jobbers and manufacturers must depend for their authentic information. Our columns are always open for contributions from our many readers. We have no subjects to allot, merely asking that those who care to avail themselves of our space will deal with trade topics. Is there not some feature of business in your section that you think might be improved upon, then, if there is, the best way you can interest the other dealers in your vicinity is by voicing your sentiments through our columns. All letters should be addressed Canadian Farm Implements, 901-2 Union Bank Building, Winnipeg, Man., and all correspondence must bear the signature of the sender. Let us hear from you.

Personals.

The implement firm of Deroche & Mandan, of Duck Lake, Sask., has dissolved partnership.

Mr. Hugh Ross has purchased the implement business of Mr. James Robinson at Antler, Sask.

Mr. E. Oliver, implement dealer at Pense, Sask., has been succeeded by Oliver & Shrimpton.

A new dealer in agricultural implements is Mr. McMillan, at Leavings, Alta.

Krause Bros., is the name of a new concern dealing in harness at Rosthern, Sask.

Mr. A. E. Hughes has opened up in the farm implement and vehicle business at McAuley, Man.

Mr. W. H. Jordan has commenced in the harness business at Halbrite, Sask.

Carveth & Steplar, implement and hardware dealers at Fielding, Sask., have opened a branch at Maymont, Sask.

McIntyre & Heatherington have commenced in the agricultural implement business at Mather, Man.

Mr. John Peddie, implement dealer at Togo, Sask., has sold his entire business to the Togo Supply Co., of that place.

Ferrie Bros. & Co., implement and lumber dealers at Lavoy, Sask., have sold out their business to Bond Bros.

The Ideal Concrete Machinery Co., of South Bend, Ind., are considering the erection of a plant at Hamilton, Ont.

The Aberdeen Supply Co., of Aberdeen, Sask., have succeeded to the implement business of Schroeder & McCluskey.

Mr. H. P. Unger, implement dealer at Altona, Man.. has decided to sell out his business. What his future plans are have not been announced.

Mr. R. S. Bean, the progressive dealer in farm implements and vehicles at Gretna, Man., has decided to open a branch at Altona, Man.

Mr. Jos. Metcalfe, manager of the Farmers' Trading Co., of Portage la Prairie, Man., visited Winnipeg on business a short time ago.

Mr. R. H. Felker, manager of the Paris Plow Co., of this city, recently returned from a business trip to Regina and up the Prince Albert branch.

Mr. H. Green, of the implement firm of Wenman & Green, Souris, Man., was in the city recently looking over stocks and placing orders for new goods.

A Crowd viewing the Knabanshue Air-Ship, which will make daily flights from the Winnipeg Fair Grounds, July 23-28, 1906.

Mr. D. W. Reid, of the road staff of the Ontario Wind Engine & Pump Co., recently left on a trip to Edmonton, Alta., over the Canadian Northern Ry.

Messrs. John and George Norris, of the Norris Implement Co., have just returned to the city from a trip to St. Paul, Minneapolis and Stillwater, Minn., in the interests of their company.

Mr. W. Miller, Massey Harris Co.'s agent at Ochre River, Man., recently sold out to Mr. Robert Linton. Mr. Miller also disposed of his farm near that point and purchased another close to Portage la Prairie, Man.

Mr. E. J. Oliver, the popular agent for the Massey Harris Co., at Beausejour, Man., has sold out his business to a recently formed company known as Hoben & Beatty. The latter member of the new firm is Mr. R. S. Beatty, who represented the Frost & Wood Co., at that point. While in the city a short time ago, Mr. Oliver paid us a visit. He reports a fairly good spring business with an excellent outlook for a successful season. Money, he stated, was hard to collect, but this condition was expected to improve as the season advances.

Mr. R. S. Beatty, who formerly represented the Frost & Wood Co., at Beausejour, Man., has been succeeded by a new company known as Drysdale & Batho. This concern will continue to push the sale of the F. & W. line in that territory.

The Lewis Carriage Works, of Winnipeg, Man., was recently granted articles of incorporation by the Manitoba Legislature. This concern will have a capital of $75,000, and will manufacture carriages, cutters, wagons, sleighs, etc. The incorporators are Edward Lewis, Rolph Dixon Lewis, R. G. Fleming, H. G. Banner and J. W. Bruce, all of Winnipeg.

It is reported that the International Harvester Co. will commence the manufacture of automobiles at the former plant of the Keystone Co., Stirling, Ill. It is also the intention of this concern to erect a new warehouse at Grand Forks, N. D.

Mr. J. Downes, of the jobbing firm of Downes & Morrison, Minneapolis, Minn., was in the city for a few days a short time ago. While here he visited a number of the local fraternity. Mr. Downes is reported to have expressed his surprise and pleasure at the rapid advances Winnipeg and the West is making.

The Ontario Wind Engine & Pump Co. have commenced the erection of a 20,000 gallon wood tank on the new Pilkington Block on Market Street, this city. This will be used in connection with a sprinkler system for fire protection purposes.

A recent visitor to this city was Mr. D. L. Garrison, of the Sales Department of the Moline Plow Co., with headquarters at Moline, Ill. Mr. Garrison expressed himself as exceedingly well pleased with the trade outlook and crop prospects in Western Canada.

The Cockshutt Plow Co., of Brantford, Ont., and Winnipeg, have found it necessary to make considerable additions to their immense plant at the former city. This course was decided upon at a recent meeting of the directors of the firm, when it was pointed out that the company, in order to keep pace with the growing demands for the Cockshutt line in Western Canada, must take such action. These additions will be made immediately.

Mr. P. W. L. Briar, manager of the Toronto Pressed Steel Co., with headquarters in this city, recently returned from a visit to the head office and factory of the company at Toronto. He informed us that general trade conditions in the East are in excellent shape, and the outlook gives promise of a most successful year.

Mr. T. Wilson, President of the Threshers' Supply Co., has taken over the entire management of the company. Mr. Wilson is a well-known resident and business man of Winnipeg, having lived here for several years. The late manager, Mr. W. A. Coffman, severed his connection with the company May 10th. What business he intends to engage in for the future has not been announced.

Among recent visitors to the city were Mr. E. R. Beeman, Vice-President and Mr. H. F. Freeman, Secretary-Treasurer of the Monitor Drill Co., of Minneapolis, Minn. It was their first trip to Winnipeg and the West, and they expressed themselves as greatly surprised at finding this such a progressive and metropolitan city. During their visit here, these gentlemen were the guests of the Fairchild Co., who control the sale of the products of their company in Western Canada.

Mr. Thomas Wadge, manufacturer of the famous Hero grain separator, recently purchased considerable property at the corner of

Jackson Avenue, and the C. P. R. tracks in Elmwood, one of Winnipeg's thriving suburbs. Workmen are at present busily engaged in the erection of a modern factory and office building on this site, and the company will move from their present cramped quarters at 219 Charlotte Street about the first of June. Their new location will give them the best of railway facilities, and as the management purpose installing the most up-to-date machinery, dealers as in the past can rely on the thorough construction and quality of material in Hero mills.

The Wolseley Implement Co., of Wolseley, Sask., are reported to be going out of business.

Mr. W. Hale is the name of a new beginner in the implement business at Kisbey, Sask.

Halliday & Eyers is the name of a concern that recently took over the business of Mr. F. L. Halliday at Gainsboro, Sask.

Mr. W. H. Anderson, implement dealer at Fleming, Sask., has been succeeded by a concern known as Anderson & Piper.

Nierengarten & Krarek is the name of a new firm in the implement business at Strome, Alta. Strome is about nine miles east of Daysland, Alta.

Mr. Harry Anderson, the genial President of the H. F. Anderson Co., of this city, who left last fall on an extended trip for his health, the result of a severe attack of pleuro-pneumonia, reached home a short time ago, fully restored to his usual health and vigor. He took a sea voyage to New Zealand where he spent three months. En route he visited Honolulu, Hawaii; and the Samoan Islands. He reports a truly delightful, as well as a most beneficial, trip and informed us he never felt better in his life. He was at Belvidere, Cal., a suburb of San Francisco, on his way home, when that city was destroyed by the earthquake and fire. He, like all others in that vicinity, experienced the shock but was fortunate in suffering no loss or injury. "The sight of the burning city of San Francisco," said Mr. Anderson, "was magnificient even in its awfulness. It was such a gigantic conflagration that one has not the words to adequately describe it. A stretch of five solid miles of flame met our gaze as we looked across the bay from Belvidere to the burning city." We are glad to welcome Mr. Anderson back and to know that he is feeling so well.

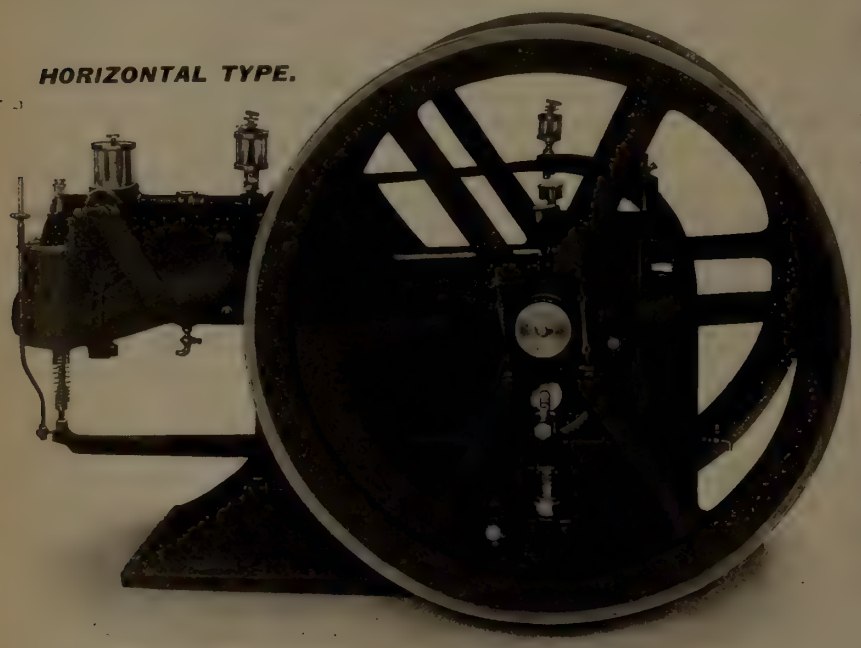
Be polite to everybody, but especially your banker.

Hustle While You Wait.

There is an old proverb that says: "All things come to him who waits." Evidently there are too many implement dealers of the present day who think the proverb still holds good and who are waiting for their business to provide them a competency for old age. They are waiting for trade to come to them without putting forth any special effort to get it; they are waiting for some power to rise up from somewhere and smite down the catalog houses and the peddlers and thereby compel the people to visit their places of business and ask them to order goods for them which they do not keep in stock and which they have never made an effort to interest their customers in. They will still be waiting when the judgment day comes—that is, the day their creditors secure judgment against them for amounts they cannot pay—unless they wake up to the fact that times have changed and things commercial are not what they once were.

That old proverb has been reconstructed and today it reads: "All things (needful) comes to him who hustles while he waits." There is great change taking place in the business world today. This change is greater among implement dealers than almost any other class of merchants, for the reason that not so many years ago the impression seemed to prevail that business ability was not essential to success in the implement business. A harvesting machine contract, with a canvasser from the company to make the sales, a few plows, cultivators, harrows and wagons and almost any old kind of a shed equipped any man as an implement dealer. There were, of course, good business men; bright, intelligent, hustling, business men in the trade then as now, but they formed a far less proportion of the whole. The non-progressive element is being weeded out of the business. The successful implement dealer today must be up-to-date and apply just the same progressive methods to his business as does the successful dry goods, clothing or general store merchant, or the successful catalog house. He must be on the alert for new things that come out and secure the agency and then push the sale of the goods—provided they are good. The principal reason why so many gasoline engines, cream separators, manure spreaders, fanning mills and other lines not formerly used by Western farmers are today being sold to the

HORIZONTAL TYPE.



BRANDON GASOLINE ENGINES

Where quality is essential, and reliability is demanded the BRANDON commands the trade.

They are neat and compact in design embodying strength and utility and contain the latest improvements for securing the greatest economy in fuel consumption.

By means of a thumb-screw the speed of the Brandon Engines can be changed over 50 per cent, while in operation, this is a feature not found in other makes.

Each Engine is thoroughly tested and operated with full load before leaving our works and a record kept of its performance and a copy furnished the purchaser.

Remember three superior points of merit:

EFFICIENCY
RELIABILITY
DURABILITY

These mean profit to the purchaser and success to the makers.

When you buy a Brandon you get the best Engine on the market with the maker's guarantee and we are responsible, and on the spot to back it up.

Why run chances on a foreign make?

You know where the Brandon is made.

Do you know where the others are?

Write us for trade discounts and full particulars.

STATIONARY VERTICAL TYPE.

Some of the Lines we Manufacture and Handle:

WELL BORING MACHINERY, GRAIN GRINDERS, TRIP HAMMERS, EMERY WHEEL STANDS, STEEL BLOWERS AND FORGES, SAWING MACHINES, FANNING MILLS, PILE DRIVERS, IRON AND WOOD SPLIT PULLEYS, SHAFTINGS, HANGERS AND COUPLINGS, GENERAL MACHINERY SUPPLIES.

THE BRANDON MACHINE WORKS CO., Ltd.

BRANDON, MAN.

farmers by catalog houses, peddlers and direct from the factory is because so many dealers will not take hold of these lines. Because they have not been besieged with inquiries from the farmers they say there isn't enough demand to justify handling them and they "pass them up."

At different times during the past year Journal representatives have called on the managers of new factories in some of the lines named for the purpose of soliciting advertisements and have been refused on the ground that they have decided to market their product direct to the farmer. They say farmers are ready to buy, but the dealers are not ready to handle them, and after making an effort to get dealers interested, and failing, they have decided on a direct-to-consumer policy.

These same dealers make complaint when goods are sold direct to their customers and sometimes even insist on a commission, after they have refused to even take a machine on consignment and agree to push the sale of it. Can the manufacturer be blamed?

The present day farmer is, as a rule, up-to-date. He wants whatever will help him to make his work more profitable. He reads, and he reads advertisements as well as information regarding the best methods of farming, as promulgated by leading farm papers. Farmers of the West are beginning to realize the importance of better farming methods. The farm papers exploit these methods and show the value of such special machinery as is enumerated above, and they naturally buy from those who first take the trouble to call their attention to them and solicit them for their patronage. The implement dealers could control this trade if they would. Some dealers do, and are finding it profitable. Others are continuing in the rut they have always travelled in.—Implement Trade Journal.

An Optimistic View.

There is good in everything. A man may be ever so bad and still have good teeth.

The skinniest pig that ever rooted in the ground will make good soap grease. The toughest steak can be ground up in a meat grinder, disguised with spices and other things and made into mince pies.

Even dyspepsia, that awful curse of humanity, has its lighter side. It saves grub.

The man who has two mothers-in-law may take heart of hope, for he might have had three or four or a half a dozen.

The married man can be truly thankful that he is not single, and the single man thankful because he is not married. There is room for rejoicing on all sides.

The man who is alive should be thankful that he is not dead, and the dead should be thankful that they don't have to pay rent for their tombs.

Let the fat man rejoice that he is no fatter than he is, and the thin man because he has skin and bones left.

If it rains be glad the rain isn't bricks. Show your teeth most of the time and you will soon find life one long jag of joy.—The Hustler.

Why Not?

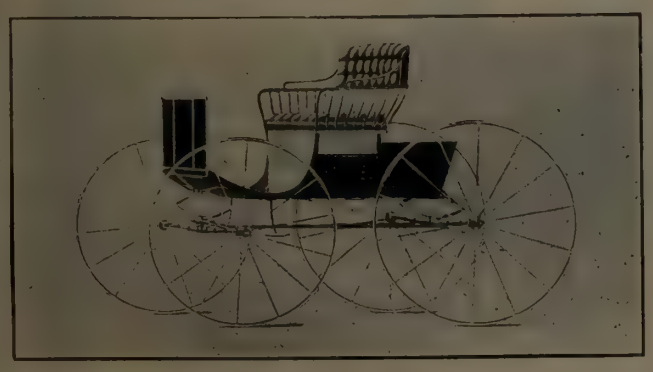
Farmers buying implements and vehicles direct from manufacturers pay cash. Catalogue houses extend no credit to either the rich or poor. The dealer is the only seller of implements and vehicles who retails these goods on credit. He has no competition in this feature of the business. Why, then, should he accept doubtful risks? Why should he not require some kind of security from every buyer having no financial responsibility? Yes! Why not?

Against the Mail Order Houses

During its present session, a bill has been introduced into the Ontario Legislature for the purpose of amending the Ontario Pharmacy Act. Under this new bill all members of firms which retail drugs and poisons will be compelled to be registered pharmacists. Through it two big "mail order" houses in the East will be restrained from participating in the drug business. Both have been putting up a strenuous fight against the passage of this law, but the legislative committee specially oppointed to report on the bill gave a practically unanimous decision in its favor.

The Fairchild Buggy Proposition

FAMILY SURREY



GENT'S ROAD WAGON

Every Style of Carriage for Merchant, Gentleman or Farmer we Carry in Stock.

All shown in a Special Catalogue to be had for the asking.

IS AN INVITING ONE.
The Range of Styles
The Quality of Materials
The Finish
are Correct and Pleasing
and the

Price

is in Keeping with the Goods Furnished.
WRITE US.

The Fairchild Company, Limited - Winnipeg.

Will Take Census in Three Prairie Provinces.

On April 30th, the Dominion Government arranged for the taking of a census of the population and agriculture in the provinces of Manitoba, Saskatchewan and Alberta as they stand on the night of Sunday, the 24th of June. The act authorizing the taking of this census was passed last session.

Ambition and Optimism

It seems perfectly true to say that every ambitious man is an optimist and every optimistic man is filled with ambition. The two qualities go hand in hand and while there are exceptions to every rule, it is nevertheless true that the man who desires to reach the top rung of the ladder of success must be largely dominated by these two important factors in his character. Ambition leads one to venture things, while optimism does the same. The person who is thoroughly ambitious will go into any proposition he undertakes head over heels, and likewise with the optimist.

With the conservative or pessimistic person there is none of this unbounded enthusiasm. He stands aside with fears of failure when someone has proposed that he take an active part or interest in some entirely new project. He puts buts, and ifs, and every other word signifying doubt in the path, and while he is thus demurring and hesitating he misses many opportunities for future prosperity. Pessimism and conservatism are covered by the same cloak. It seems that they are qualities found in all walks of life, but after all they are only what salt and pepper is to food. It is ambition and optimism that go to make up the roast beef of our existence, while the other two qualities serve only to savor and season. The successful man must be predominated by ambition and optimism.

Horse Numbers and Values Increase.

Those who considered that with the advent of the automobile the days of the horse were numbered will be considerably enlightened by a careful perusal of a report issued by the Department of Agricultural of the United States, dealing with the horse population of that country. This report shows a total of 17,000,000 horses in 1905 with an approximate value of $1,200,000,000. Five years ago the number of horses on the farms of the United States was give at 13,000,000 and the value in round numbers, $603,000,000. The report for last year therefore shows an increase of twenty-five per cent in numbers and almost a hundred per cent in value, and these figures are eloquent testimonies of the prosperity of the farmer, and are full of interest to the maker and seller of vehicles.

Tried to Wreck Plant.

On April 25th an attempt was made to partially destroy the plant of the Ontario Wind Engine & Pump Co., in Toronto, Ont. About a dozen loaded military cartridges were found in the sand of the moulding shop. While at work during the evening previous to the discovery of these shells, an explosion took place while molten metal was being run into the moulds, but fortunately nobody was seriously injured. The next morning a window of the moulding shop was found open where the person placing the cartridges had entered. Being suspicious, and in order to assure themselves that there was no source of danger to their employees, a complete search of the moulding shop was instituted by the management, with the result, that while carefully sifting the sand, about a dozen heavily-charged cartridges were revealed. The company immediately offered a reward of $500 for information that would lead to the apprehension and conviction of the guilty parties.

"The ghost is ready but the meat is not able," is how a second-year Japanese student at one of our most prominent colleges translated the well-known saying: "The spirit is willing but the flesh is weak."

Seasonable Stuff.

In the winter, in the winter,
When the days are short and cold,
When the dealer who's but forty
Feels like sixty, bent and old,
When his feet and hands are frozen
Till he don't know which is which,
Then the mercury goes down cellar,
And the coal man getteth rich.

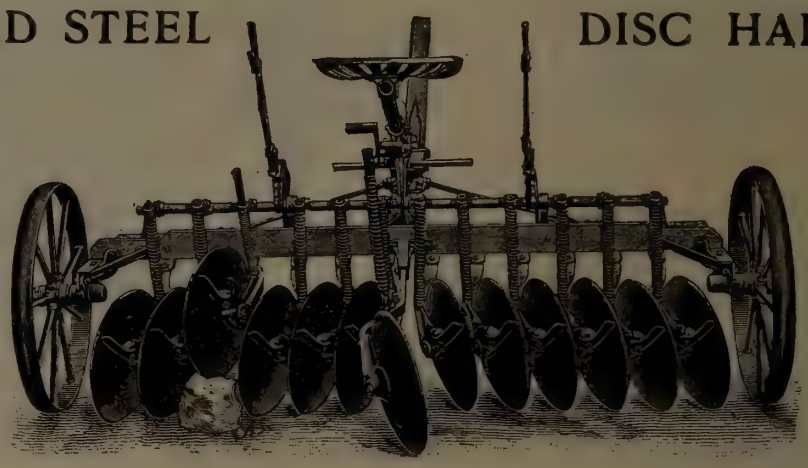
In the summer, in the summer,
When the grass is bright and green,
When the flies who want to enter
Butt their heads against the screen,
When the farmer in the sunshine
Puts his time in making hay,
Then the whole world's hot and dusty
And the ice man has his day.

SUPERIOR

"THE NAME TELLS A TRUE STORY"

DISC HARROW ON WHEELS

A SOLID STEEL DISC HARROW



THE SUPERIOR is the only Disc Harrow made that does a perfect job of cultivation.

Each disc and drawbar is independent in action.

Levels off ridges and cultivates the hollows.

Centre-cut disc cuts out the centre.

We give Dealers an exclusive Agency on this Harrow. It is the only Disc Harrow in the World that is built on this plan. It gives the Agent a monopoly on the best harrow ever manufactured.

WRITE TO-DAY FOR CATALOGUE AND PRICES

THE AMERICAN SEEDING-MACHINE CO.

283 JAMES STREET, WINNIPEG, MAN.

The Twine Market.

Whatever influence sisal fiber quotations have upon the twine market at this period of the year is now directed toward lower prices, for the sisal market has weakened materially and the highest open quotation is considerably below the average price on manufacturers' purchases. There is an unusually broad margin between the price of fiber and the schedule price of twine.

The extent of the fiber market's influence at this season is always problematical. The present conditions enable manufacturers who are disposed to extend their operations, to produce twine at materially lower cost than heretofore this season. Thus, if necessary, they can sell at a lower price. Present conditions also enable those manufacturers who have done nothing in twine this season to "get in" with a lower price, if there are any with that inclination.

It is not likely that the heretofore idle machinery will be set in motion to an extent that will seriously affect the regular market, says Farm Implement News. The worst to be feared on this score, from the dealers' point of view, is that some of the plants which have thus far produced no twine for 1906, will be started up on catalogue house orders. It is known that one concern whose plant has been idle for a long time has made a purchase of cheap fiber and is preparing to operate. This mill is reported to have been a source of supply for catalogue houses in former seasons.

It has been generally understood this season that manufacturers would aim to keep the production within bounds to the end, that there would be no large surplus to exert a demoralizing influence upon the late market. Some of the manufacturers have proceeded along that line, and practically all who have been active in the trade this season had planned to take no step menacing to the market's strength. Nevertheless there have been rumors of price-cutting for several weeks indicating the probability of somebody having weakened. Within the past week certain reports of this character have been verified. Whether the sellers have been frightened by the fiber market conditions or are afraid of a surplus is not known.

The extent to which price-cutting will prevail depends upon the view other manufacturers take of the general situation. Most of them are at present inclined to minimize the importance of cuts already made, and express the opinion that conditions in the fiber market cannot materially affect the twine market at this late day. But the break in sisal came earlier this year than in certain other seasons when it caused a bad slump in twine. The conditions emphasize the importance to dealers of quickly disposing of twine already purchased, as suggested last week.

Under the circumstances, it is impossible to quote the range of prices in even a two-column schedule. The lowest reported is 9¼ cents for sisal and standard, a cut of ½ cent from the minimum and ¾ of a cent from the maximum quotations of the original schedule. Manilla grades are apparently not affected.

Canada's Importation in 1905.

Canada imported last year $261,925,554 worth of goods for home consumption. Of this amount $60,342,709, or 23 per cent. was from Great Britian; $162,738,571, or 62.2 per cent. from the United States, and the balance of $38,844,274, or 14.8 per cent. from other foreign countries.

Conditions in the United States.

The general conditions of the farm implement and vehicle business in the United States are reported to be the brightest in the history of that country since the banner year 1898. At present the greatest source of trouble appears to be the inability of jobbers to get their orders shipped owing to a dearth of cars, and when cars have been secured, considerable delay has resulted in getting them to points of destination. This lack of cars and slowness in forwarding them has been largely due to the tremendous immigration movement that is taking place into Canada and the Western States. The different transportation companies are devoting much attention to this business, and as a consequence freight shipments are suffering considerably in all lines.

Another cause of delay is the failure of jobbers to get deliveries from manufacturers. Practically all the makers are behind on orders for certain classes of goods, particularly buggies, wagons, plows and harrows. With the stock of the jobber greatly depleted through spring shipments, he is in a quandary how to meet the incessant demands of the local dealers for consignments of second orders. All in all, however, the outlook is regarded as exceptionally bright, and the trade generally is optimistic regarding the volume of business for 1906, and seems confident that the matter of collections will be placed on a sound and steady basis throughout the entire country.

Manure Spreaders.

An address by E. S. Babcock at the Minnesota Implement Dealers' Convention.

I have been asked to say a few words on the question of manure spreaders. Now, at first blush this does not seem to be one of the most agreeable subjects on which a man may become eloquent, nor does it give one a great scope of firey and burning eloquence. But to my mind it is a question that interests every one of the farmers of this great North-West if they are to make this country a place of permanent inhabitation.

As a boy I was raised on a farm. One of the most valuable things

THE MANITOBA LINE

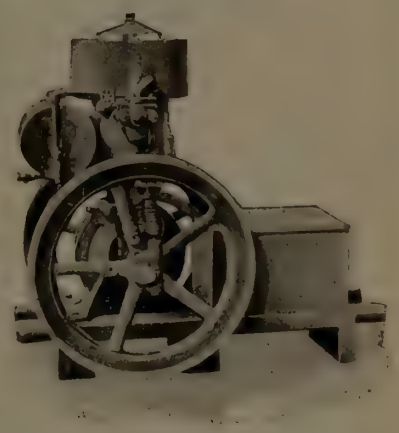
FOR

PROFIT

PROGRESS

PERFECTION

THE "MANITOBA"
is the most scientifically designed Mill the world has yet produced. Specially constructed to meet Western Requirements



It will pay you to get our Proposition before Contracting for 1906

The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

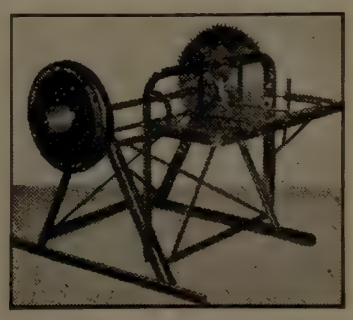
The Famous "MANITOBA" Pumps known and recognised throughout the West as the "Standard of Excellence."

WE PROTECT THE TRADE

We manufacture the Daisy Hayes double cylinder force pump in black and galvanized.

We are located in the West. Prompt Delivery. Cheap and Quick Repairs.

WRITE FOR CATALOGUES



"MANITOBA"
Steel Frame Saw. Absolutely all Steel.

The Manitoba Windmill and Pump Co., Ltd.

Box 301. BRANDON, Man, Manufacturers.

on the place was the manure pile in the barn yard.

To raise wheat successfully we had to apply some kind of manure. Most of the farmers paid the dealers in town an average of $4 per acre for bone dust or guano from the far-away Peruvian Islands. This enabled them to raise from ten to fifteen bushels per acre of wheat and insured them a good stand of grass after the first crop of wheat.

Now, from my earliest remembrance I have heard of the burning of the straw on the great western wheat fieldes. I have heard that we do not need manure on these fields. It is a disadvantage. It spoils the crops.

It reminds me of a story (a newspaper story) of the lady whose husband was a naval officer and before going on his three years' cruise of sea duty he made a good-sized deposit in the bank to the lady's credit, telling her that all she had to do was to draw a check when she needed money. He left her a nice check book. This, you may imagine, was what is popularly and slangily known as a "pudding." This story does not say that the lady had to buy a new supply of ink and pens, but it does say that after a while the cashier of the bank called her up and told her that the account was overdrawn. "Overdrawn," she said, "that is impossible; I have a great many checks left in the book yet."

Now the threshing machine is the cashier of the farmer's bank on his farm, and while he may not have said to the farmer in so many words that the account was overdrawn, yet he has begun to pay checks with reluctance. You do not hear of the great old-fashioned yields that you used to hear about. They are growing smaller in the older portions of the state. The land cropped every year in wheat is beginning to tire of its burden, or, in other words, the supply of plant food is becoming less in that land.

The remedy for this is to feed the land. How? By keeping some cattle and young stock and tramping under foot and rotting the straw that you now burn. Let us now catch the excretions of the animals and then return it to the land. It is the experience of farmers here that manure spread on the land in chunks does not get covered, or if it does, so lightly that it does not decay, and the plant food properties are exhausted from it by the gentle zephyrs that are peculiar to this state of Minnesota and the prairies of North Dakota.

Many boys are leaving the farm and going to town to live, eking out a bare existence by hopping over counters. What drives them? Partly it is the hard and dirty work of the farm. Many men will tell you that the chief value of a manure spreader is the time that it saves. In my opinion this is not so. It is the even distribution of the particles of manure so that it may be plowed under or harrowed into the ground.

In a certain sense a good implement dealer is a missionary. If you are a good one you will be a little ahead of the community in your ideas. Not all of us are fortunate enough to have our business located in a country that is new and opening up and where all the settlers alike are buying outfits. Some of us are in communities where the country has been settled for some time and the first supply of machinery is still in use. In that country you are limited to the sale of such articles as are worn out and have to be replaced. In such communities the manure spreader opens a field to the dealer that is akin to a new country. He will notice that the man that has a spreader is the man that pays the most promptly.

Down in our country we have a German farmer who sold a quarter in Iowa and came to North Dakota and bought a section. Went into debt $22,000 on a section of land, paying $50 an acre for it. I have watched the man. He has some cows and a manure spreader among other tools. When he arrives at the close of the year the cows have paid all the grocery bills and bought the clothes for the family. What he has raised is all available for the wants of the mortgage and the interest. He pays us in gold, and in the worst season that we have seen he asked no favors, with all the interest he had to pay.

Now, if you are not selling some good manure spreader you are not living up to your opportunities. It is the one implement that in the next ten years will have the largest sale of any. If you have not tried it, then get one on your floor right away. Study it yourself and talk it. Perhaps you may have a hard time to sell your sample, but stick to your text and you will win. When I came to North Dakota three years ago (you see I am a tenderfoot) I thought it would be impossible to sell a spreader—they did not need them; the land was too rich already. But the first year we sold four. The next year we were sidetracked by a wily competitor and the failure of our factory to build a large-sized machine. But this past season, with the coming of a large machine, we sold 12 spreaders (and only 20 binders by the way) and we have almost the whole country talking and inquiring and thinking about spreaders.

In my opinion the 75-bushel spreader is the best one to handle. This being a four-horse country, there is no trouble about the draft and power required to move the machine. Our experience has shown us that this is about the happy medium as to capacity. And in this connection let me say that the higher the wheel the less trouble you will have with the machine. One word more about setting up and seeing that they are in the best working order before going out. When you see one of your men using a hammer in putting the machine together go out and get him a pail of axle grease and tell him to use that instead. It will save livery when the farmer send in word or in wrath visits your office and tells you "the dummed thing won't work at all." You will have all kinds of funny experiences with this new machine until the farmers get accustomed to the plan of the thing. The binder men have educated the farmer to be perfectly helpless in the matter of adjustments. It is easier to have a man come out ten miles than it is for him to get a little greasy. If you will follow the rule of having the machine set up in town and then have the farmer put it in gear and go through the various motions with the machine while moving around the square in town it will save trouble.

THE GREAT WESTERN

ENDLESS APRON

MANURE SPREADER

WRITE US

We will send you our new book,

" PRACTICAL EXPERIENCE WITH BARN-YARD MANURES,"

and prove to you beyond doubt, that the user saves the price of a Manure Spreader in one Season.

We can also prove to you that the **GREAT WESTERN,** with **Endless Apron, Wheels that Track, Non-Bunchable Rake, Strong** and **Simple Gearing,** etc., etc., is the **Spreader** you should have.

The Wilkinson Plough Co., Limited.

TORONTO, CANADA.

STEWART, NELSON CO., LTD., WINNIPEG,

WESTERN REPRESENTATIVES.

Let All Help the Farmer.

No matter how many jokes are cracked at his expense, it is on the farmer that the success and prosperity of our country depends. His vocation is truly the "back bone" of the land, and there is no country in the world today where a fuller realization of this fact is necessary than in our own Canada. From the wave-washed shores of the Maritime Provinces, up through Quebec and Ontario, across the fertile prairies of the Great West, to the rock-bound coast of British Columbia, agriculture, in some form, is the staple industry of our people. In one section it is fruit growing, another the dairying industry, somewhere else the production of different kinds of live stock, here exclusive grain raising, there ranching, again mixed farming, and so on, through a list of diversified forms of agriculture, which rarely ever enter the mind of the average man when farming is mentioned.

No class of our citizens are in such close touch with the aims and objects of the members of our agricultural communities than are the manufacturers, jobbers and dealers in agricultural implements and vehicles. Their success and prosperity is altogether dependent on the profitable efforts of the farmers. All that manufacturers, jobbers and dealers can do by way of aiding farmers to wrest the most remuneration from the soil has been done, is being done, or will be done. All are interested in the spreading of such news as will help the farmer to get a larger crop from the same area. The dealer is fighting hand to hand for the farmers' trade, and it is through him that the greatest amount of information must be imparted to the farmer. Here the dealer has to watch all his opportunities and make the most of them. A slight increase in the yield of a crop in this country means an immense difference to the tiller of the soil. Anything that the dealer can do towards helping this increase or promoting it is substantial capital in the up-building of his business. The dealer is the missionary, and the farmer looks to him for help and aid.

With the outlook for 1906 exceedingly bright, with a larger area under cultivation than ever before, and with the farmer enjoying the results of a most successful season last year, it behooves every member of the trade to put his shoulder to the wheel and help the good work along. When the farmer has had a good year he is in a better position to buy more and better machinery, and in the end the dealer gets his share. It pays all to help the farmer.

Some Losers at San Francisco.

Implement and vehicle manufacturers of the United States were among the heaviest losers by the destruction of the beautiful city of San Francisco on April 18th. The branch houses of these concerns were all located within the destroyed area, and as far as can be learned, all were partially, if not totally, wrecked. Up to this date it has been impossible to secure anything like adequate information from the different manufacturers as to what their losses will amount to, they being unable to secure full details from their agents at that place.

The joint house of John Deere & Co. and the Deere & Mansur Co., of Moline, Ill., suffered a loss of from $250,000 to $300,000. Their warehouse withstood the earthquake shock but was entirely destroyed by the fire that followed.

The Studebaker Bros. Mfg. Co., of South Bend, Ind., lost their entire building and stock. While it is not known what the former was worth, $500,000 is said to be the value of the latter. Their warehouse collapsed from the shock of the earthquake and was later gutted by the flames. Their loss is said to be covered by insurance.

The De Laval Separator Co. lost from $75,000 to $100,000 on stock and fixtures. No loss is likely to result, should the insurance prove good, as the company carried full insurance.

The International Harvester Co report a small loss. Most of their business is carried on through jobbers and the general agency in the destroyed city carried only a small stock.

The Parlin & Orendorff Co., of Canton, Ill., who carried a large stock with the Pacific Implement Co., of San Francisco, suffered to some extent. Their loss is not yet known.

The Moline Plow Co., of Moline, Ill., did not have a branch at San Francisco, being located at Stockton and Los Angeles. They suffered no loss.

Many other companies lost heavily but until full details are secured it is impossible to reckon what those losses will amount to in the aggregate.

LAUNCHES

AND

MARINE

ENGINES

We can supply anything required in this line.

Write us for prices and catalogues if you find a customer.

COOPER GASOLINE ENGINE CO.

313 Donald St.,

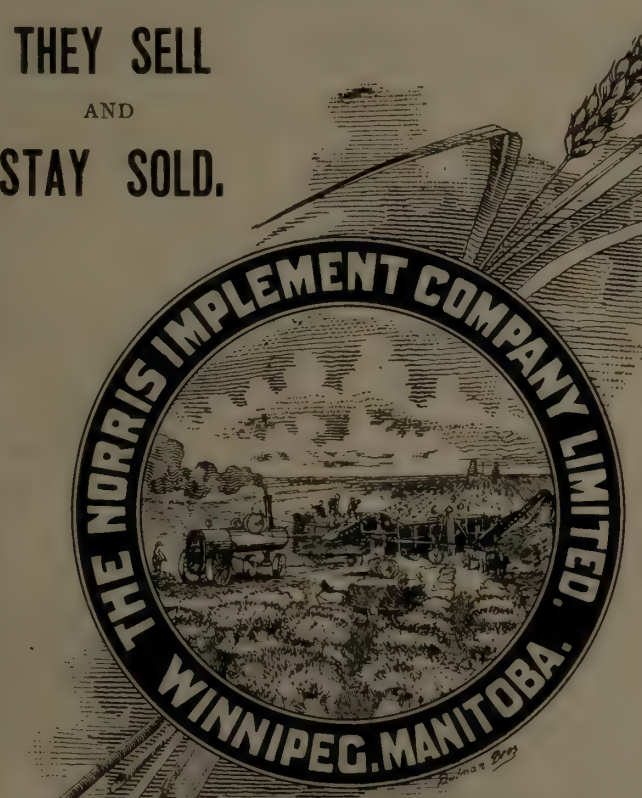
Winnipeg.

TO THE IMPLEMENT TRADE.

THEY SELL

AND

STAY SOLD.



Here are some lines you should handle.

LARGE PROFITS.
READY SALES.

The Norris Fosston Wind Stackers.
The Canadian Monarch Self Feeder.
The Chas. Closz adjustable Sieves & Chaffers.
Belt Guides, Oil Pumps, Thresher Water Tanks.
Special attention to repairing.
We have on hand a complete line of
Perfection Weigher Repairs, etc., etc.

Write to-day for Catalogue, Price Lists and terms to agents.

The Norris Implement Co., Ltd.,

WINNIPEG, MAN. REGINA, SASK.

The Dealer and His Advertising

One of the most important points in connection with the trade of the retailer of farm implements and vehicles is good advertising. We do not mean by this big space and nothing in it, but refer particularly to the careful wording and make-up of the advertisement. All other conditions being equal, the dealer who uses the largest amount of space is the one who will make the greatest impression, and impression and confidence are the two foundation stones upon which the success or failure of advertising depends.

Frequently in picking up local papers from different points throughout the West we have come across advertisements, or rather notices advising customers to "watch this space next issue." This is the most unprofitable and useless kind of advertising. It does not bring results. It may have the power to make some farmer remember to look your advertisement up when the next paper comes along, but it is altogether likely that he will entirely forget it in the work and worries of the week, and any chance you might have had in interesting him and in making an impression is lost.

Every dealer should be an advertiser in his local paper. Almost every farmer is a reader of the home sheet and the man having a nice, attractive, impressive advertisment constantly in it, will find it a most profitable investment for him. Many a dealer simply buys space and inserts his name in it, merely for his avowed intention of "keeping it before the people." Every dealer is wise in his desire to keep his name before the public, but he must not forget that it is not his name he is trying to sell. The space utilized must be filled with some good hard facts concerning the features of some particular line which he handles.

Too much dependence must not be placed on prestige. Simply because a dealer has been a resident of a certain community for a number of years, during which time he has exclusively devoted his attention to the sale of a few well known lines, is no reason why he should expect always to get the business. He must put his individuality back of his advertising campaign and send forth only such advertising matter as will make readers stop and think and discuss the merits of the machine being exploited. Prospective purchasers of farm machinery want to know why they should buy certain makes of goods, and it is for the dealer to convince them. If he can make his advertising do this in part his opportunities are greater should the farmer visit his warehouse. If a clear and comprehensive explanation and description of the outstanding features of some particular machine is dwelt upon, it is generally conceded by advertising experts that a better impression is made and the greater chance the advertiser has of convincing the party impressed. Of course, every dealer well knows that seasonable goods should always be given the first and greatest consideration.

One of the most ruinous features of the advertising business is exaggeration. It tends to lower, rather than elevate a publicity campaign. It is true that some have made a tremendous success by such methods. We always hear of such cases but never of the innumerable failures the results of such policy. No dealer should claim for any machine he is selling more than it can actually perform. If he does, and succeeds in making a sale, what is the result? The farmer takes the machine out and puts it at the work the seller claimed for it, and a miserable failure is the consequence. The machine is condemned for failure to perform certain tasks claimed for by the agent, but for which it was never intended and it, and the dealer who sold it, gets a bad name throughout the whole countryside. The wisest course in advertising is to buy good space in responsible publications, fill it with good, sound, honest, convincing matter and keep at it.

The Imperial Line of Threshing Machinery.

In the distribution of a very handsome catalogue we are glad to say that the Robert Bell Engine & Thresher Co., of Seaforth, Ont., and Winnipeg, did not overlook us. This catalogue is neatly printed on a fine surface paper and is profusely illustrated with halftones of the different styles of engines, separators, road rollers, etc., manufactured by this progressive concern. They call special attention to their Imperial separator, which they are now placing on the market. In offering this new separator with their well-known traction and portable engines, Ruth self-feeders and Bell windstackers, they feel that they have a grand combination. It is their intention to call this "The Imperial Line of Threshing Machinery." Dealers who are interested should write at once to the Winnipeg office of the company and secure a copy of this catalogue. Please mention Canadian Farm Implements when writing.

A Short Course in Dairying.

A short course in farm dairying has been announced by the Manitoba Agricultural College authorities, beginning May 31st and ending June 14th. This is particularly intended for farmers, their wives, sons and daughters, or others who are at present or who intend to become actively engaged in farm dairying. Besides practical work in all branches of dairying on the farm, a course of lectures dealing with the scientific side of the industry will be given. No charge will be made for this course, the student merely having to pay his own board while in the city. Persons desiring to enroll for this course should immediately correspond with W. J. Carson, Professor of Dairying Husbandry, Manitoba Agricultural College, Winnipeg. The management of the College will feel indebted to dealers to give as much publicity to this course as possible. Talk it up with your farmer customers. Get them to at least allow their sons and daughters to attend. It means more profit for them in the end, and incidentally all such education means a desire on the part of those participating for improved machinery and then you reap your reward.

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all.

Yours for the asking.

Your attention is called to
NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

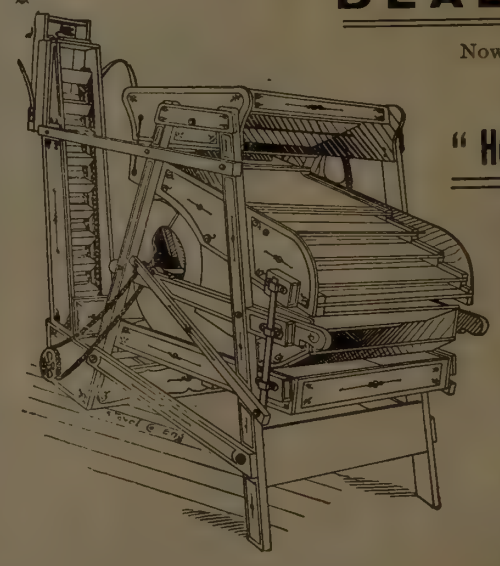
Jackson Wagon Co., Limited, St. George, Ont.

DEALERS

Now is the time to sell the

LATEST IMPROVED

"Hero" Grain Separator



Sold only by regular dealers. All orders and communications from your territory referred directly to you.
The "Hero" Grain Separator leads in the thoroughness of work, giving a complete separation of all kinds of grain the first time through. Sold with or without bagger. Size:—width, 2 ft. 4 in.; length, 3 ft. 9 in.; height, 4 ft. 2 in.; weight, 150 lbs.; Baggers, 30lbs.
Write us for full particulars, catalogues, etc.
The "Hero" Grain Separator is fully covered by patents. Be careful of infringers. Buyers of infringing goods are equally liable with sellers.

MANUFACTURED BY
Dow-Wadge Implement Co., Ltd.
COR. C.P.R. and JACKSON AVE.
ELMWOOD, - WINNIPEG

ROUTE OF THE

TWIN CITIES

North-Western Limited

THE SHORT LINE TO CHICAGO

ENTIRE DISTANCE

Minneapolis and St. Paul to Chicago

THE TRAIN FOR COMFORT

PROTECTED BY

Block Signal System

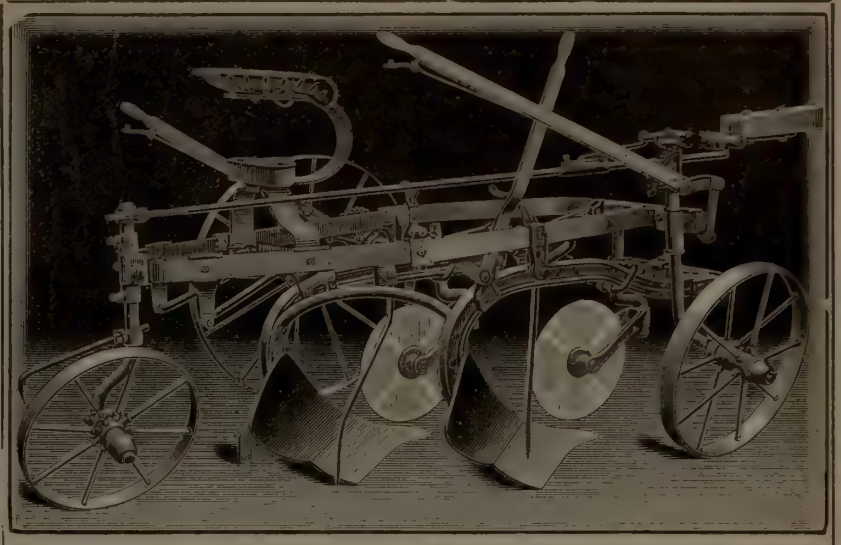
Electric lighted throughout from engine to rear car.

MADISON

GEO. A. LEE, General Agent
215 McDermot Ave.,
Winnipeg, Man.
Phone 1924.

THE NORTH-WESTERN LINE

CHICAGO



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

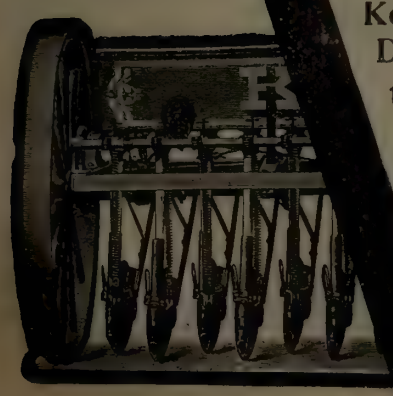
J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

THE Frost & Wood Company LIMITED. General Agents,

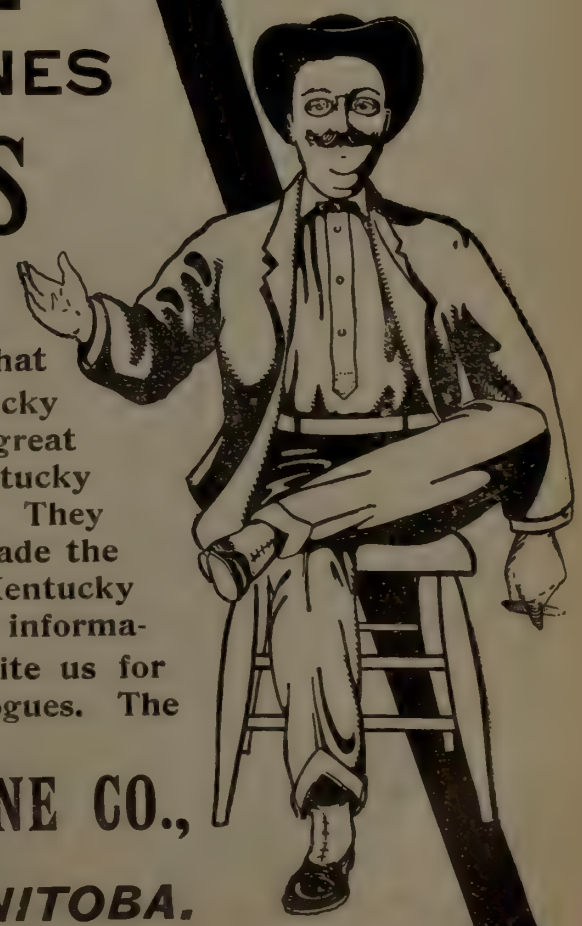
WINNIPEG - - REGINA - - CALGARY

"IT'S A CINCH—"
TO SELL GOOD MACHINES
KENTUCKY DRILLS

Are "Good as Wheat in the Mill."



They are GOOD, and they do the kind of work that makes good friends of particular farmers. Kentucky Drills are made especially for the farmers of the great North-West. Closed delivery, zig-zag Single Disc Kentucky Drills enable the farmer to get into his fields early. They have all the labor-saving devices that have made the Kentucky famous. We can't tell you all about Kentucky Drills in this space, but we can and will give you information that will prove profitable if you will write us for our special agency proposition and free catalogues. The time to act is NOW.



AMERICAN SEEDING-MACHINE CO.,
CANADIAN DIVISION,
WINNIPEG, MANITOBA.

Growing Demand for Gasoline Engines.

There are few businesses that call for a greater display of versatile salesmanship and such technical knowledge regarding his various lines than that of the progressive implement dealer. He is expected to be fully possessed of full information concerning the setting up and the practical operation of the different articles he handles. Not only must the dealer be an expert, fully acquainted with his own particular wares, but he must have a full and accurate understanding with regard to those sold by his competitors.

One line that undoubtedly demands more specialization on the part of the dealer than any other. is gasoline engines. While these machines have been on the market for a number of years, the time is comparatively short since they really came into popular favor. The delay in their general adoption was due to accidents caused by explosions, etc., as well as to the inability of those owning engines to successfully operate them. During the past five years great improvements have been made in the gasoline engines and in these days when its sale is advancing at the rate of 100,000 a year, it is wise for the man selling it to have a sound knowledge, both regarding its theoretical as well as its practical operation.

In dealing with the gasoline engine, the dealer must be in a position to satisfactorily explain the simplest as well as the most complicated parts of its mechanism. He must pay attention to a full and clear explanation of even the smallest details, for, as a rule, it is the little things that are overlooked that cause most of the trouble. When a man can talk and discuss with confidence the invisible qualities of an engine, showing that he is thoroughly posted with regard to its operation, his chance of making a sale are greatly enhanced.

The gasoline engine is an article that should always be accorded a prominent place on the sample floor. It should be set up and ready for connection with a cream separator, grain grinder, emery wheel or some other machine that may be successfully operated by power. In this way a demand is created for other goods and more sales result if properly looked after. Every dealer is in the business to make as much money out of it in as short a possible time as he can, therefore if he is negligent and does not carry a complete stock of dealers' legitimate lines in his warehouse he is doing himself out of good money and more business.

The outlook for the sale of gasoline engines in 1906 is exceedingly encouraging. With the ever increasing scarcity of help despite the increase in immigration, and with thousands of new settlers taking up land on their own account, power for farm work is one of the essential features. The gasoline engine has demonstrated its efficiency and adaptability for this class of work, and its sale is growing accordingly.

Ask for Catalogue "E."

We recently received from Mr. H. Cater, proprietor of the Brandon Pump & Windmill Works, of Brandon, Man., a very complete little catalogue dealing with their pumps, windmills, gasoline engines, etc. This is attractively printed and contains full information for the use of the dealer. It is nicely illustrated with excellent cuts of the different styles of pumps, windmills, towers, grain grinders, feed cutters, wood saws, gasoline engines, manufactured and handled by this company, and shows a number of charts of repair parts. This concern are the general agents in Western Canada for the well-known Star wind-mill, which is made by the Flint & Walling Co., of Kendallville, Ind. The Brandon Pump & Windmill Co. will be pleased to forward a copy of their catalogue to any dealer making application. Address all letters to the company at Box 410, Brandon, Man., and ask for Catalogue "E."

For Lower Freight Rates.

A united movement for lower freight rates has just been commenced by United States manufacturers. This is for the purpose of resisting unwarranted advances in shipping charges and to compel the different railroads to cease reclassification. The shippers declare that for the last three or four years the railways have been raising their rates gradually through reclassification, putting commodities in higher classes and thus adding millions of dollars to their treasuries. This concerted effort for a general reduction in rates will be made through the American Shippers' Association. The implement world of the United States is represented on the Executive Committee of this organization by Mr. C. H. Deere, President of the John Deere Plow Co., of Moline Ill.

The Transportation Problem.

Six years before Confederation in 1861, Canada possessed but 1,880 miles of railway, with a paid up capital of $38,278,986. The carried 1,825,000 passengers handled 1,459,146 tons of freight and earned a net sum of $1,046,316 the aggregate earnings amounting to $6,722,766. On July 1st, 1905 almost forty-four years later, there were 20,601 miles of complete railway in the Dominion, an increase of 990 miles over 1904, besides 3,632 miles of sidings. The paid-up capital amounted to $1 218,666,414, there were 25,288 723 passengers carried, and the freight traffic amounted to 50,893, 957 tons. The gross earnings reached $106,467,199, and the net earnings $26,489,625. With two transcontinental lines already begun, with numerous branch roads under construction, and with the number of new railway lines that are being projected from month to month, the transportation problem in the Dominion stands an excellent chance of being solved.

Daily Service
TO
ALL POINTS
East, South and West

Connection with Canadian Northern Trains from points North and West.

NORTHERN PACIFIC
YELLOWSTONE PARK LINE

PULLMAN SLEEPING CARS

SEE YOUR LOCAL AGENT OR WRITE

H. SWINFORD, General Agent,
R. CREELMAN, Ticket Agent,

341 MAIN STREET, WINNIPEG

GREAT NORTHERN RAILWAY

THE WINNIPEG LIMITED

To St. Paul and Minneapolis

The directness of the route—the fast time—the excellence of the train, combine to make the journey a pleasant and delightful one.

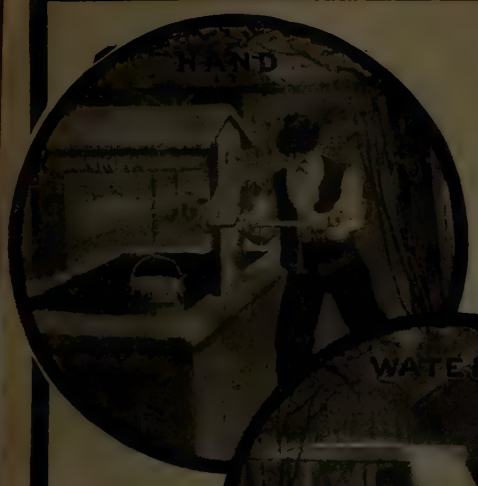
Comfortable Day Coaches — palace sleeping cars, dining cars, compartment, library observation cars.

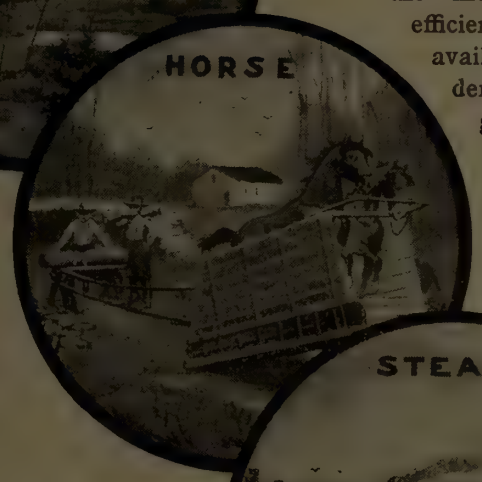
Leaves C.N.R. Depot, Winnipeg, daily 5-20 p.m.;

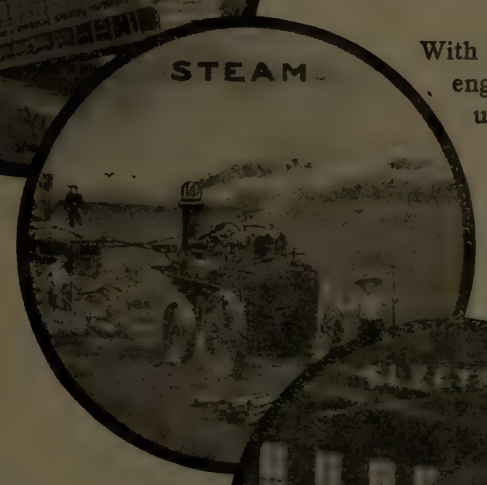
Connection is made with all lines east and south from St. Paul.

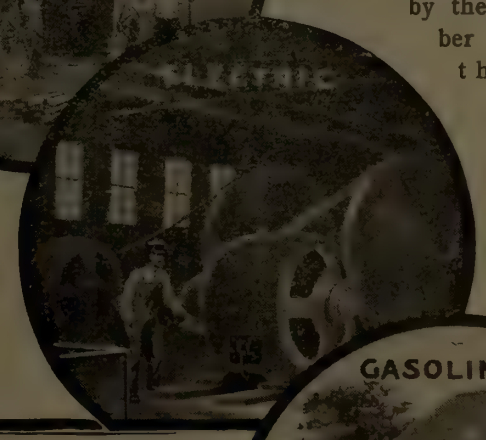
S.S "Dakota" sails from Seattle for the Orient June 7.
S.S. "Minnesota" sails from Seattle for the Orient July 25.
S.S. "Dakota" sails from Seattle for the Orient Sept. 2nd.

R. J. SMITH, D. F. & P. A.,
447 Main Street, Winnipeg. Phone 195









THE SEVEN AGES OF POWER

The evolution of power may be divided into seven ages — hand, water, wind, horse, steam, electric, and gas or gasoline power. To a certain extent each kind of power will prevail for all time, and will ever find its uses according to the needs and requirements of mankind. But one of these must inevitably gain the ascendency because of its superiority from a practical and economical standpoint.

Such is gasoline engine power, in which is included practically all power produced by engines using oil, gasoline, alcohol, or other liquid fuel for its generation. From almost every standpoint, so far as the user of power in moderate amounts is concerned, the gasoline engine is by far the most practical. It is economical, convenient, efficient, and reliable, more so than any other power available. The truth of these statements is demonstrated by the rapid introduction of the gasoline engine everywhere. Previous to the advent of the gasoline engine, farmers and other power users were obliged to rely upon hand, horse, wind, water or steam power, **all** of which are, in a manner, expens**ive** and unreliable.

With the advent of the gasoline engine, however, the power user has at his disposal the most practical and convenient power for all farm work. That he has not been slow to realize this is evidenced by the vast number of engines that are now in use.

No progressive implement dealer can afford to neglect the gasoline engine trade. The coming year will witness a demand for these engines that is sure to exceed the expectations of the most optimistic. If you are looking for a gasoline engine contract we have only this to say: You will find I. H. C. engines ahead of any others on the market, and the dealer with an I. H. C. engine contract will get the lion's share of the trade.

International Harvester Company Engines are built in the following styles and sizes:

I. H. C. VERTICAL
2, 3, AND 5-HORSE POWER.
I. H. C. HORIZONTAL-STATIONARY
4, 6, 8, 10, 12, AND 15-HORSE POWER.
HORIZONTAL-PORTABLE
6, 8, 10, 12, AND 15-HORSE POWER.

DO NOT NEGLECT THIS OPPORTUNITY TO ADD A TRADE WINNING ENGINE TO YOUR LINE.

Write the nearest general agency or see blockman for terms and territory.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED.)

CHICAGO, U. S. A.

CANADIAN GENERAL AGENCIES { CALGARY, LONDON, MONTREAL, OTTAWA, REGINA, ST. JOHN, N. B., TORONTO, WINNIPEG

THE

Lorne Wagon

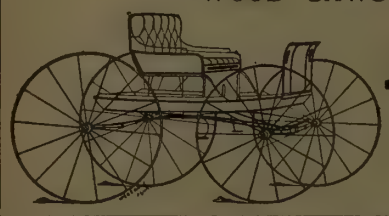
Is recognised as **a Leader** because it is made of **Good Material, Well Painted** and is **Easy Running**

OUR DISC PLOW

IS STILL TO THE FRONT

OUR OTHER LINES:

BRANTFORD CARRIAGES
OLDS, REO AND MARION AUTOMOBILES
BISSELL DISC HARROWS
SIMPLICITY GASOLINE ENGINES
GRAIN GRINDERS
WOOD SAWS AND PUMPS

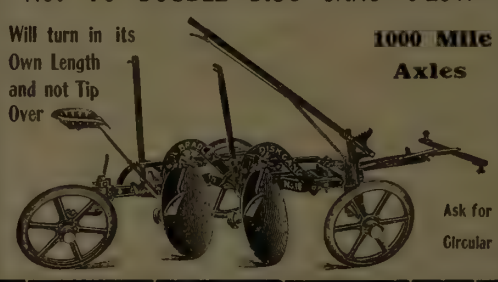


Joseph Maw & Co.
LIMITED,
Winnipeg, Canada

NO. 10 DOUBLE DISC GANG PLOW

Will turn in its Own Length and not Tip Over

1000 Mile Axles



Ask for Circular

Sell the Bradley!

Nos. 9, 10, 11 Disk Gang Plows, and you will satisfy your trade

Because they are built to SATISFY. Will plow soil that a mold-board plow will not penetrate. Chilled Ball Bearings on the Disks Built of best material procurable. For the price they are simply wonderful. Our No. 12 4-Disk Gang is having a wonderful sale all over. For engine plowing it is in a class by itself. Write us for printed matter, prices and terms. All correspondence answered

We are permanently located in Winnipeg, and assure the Implement Dealers in this section that a look over our line is worth while, and that our PROPOSITION pays

DAVID BRADLEY MFG. CO.
McRAE BUILDING, WINNIPEG, MAN.
Head Office and Factory BRADLEY, ILL., U.S.A.

FROST & WOOD

FARM IMPLEMENTS

have a most enviable reputation for their sound quality, correct design and general satisfaction.

There's nothing experimental about Frost & Wood Implements or Machinery. They have been perfected by long years of instruction in the school of experience. The satisfaction derived by our farmer friends from their continued use is the best evidence of this that we can get.

A good Disc Harrow is just as essential to your farm equipment as a team of horses. As a pulverizer and leveller; you will find that the "Windsor" leads them all.

THE "WINDSOR"

is built of steel, rigidly braced with carefully located steel supports. It will stand the hardest usage on rough land.

The ***PLATES*** on the "Windsor" are made of a special quality steel and will give satisfaction when others of a cheaper quality fail.

The "Windsor" is equipped with a ***PATENTED POLE ATTACHMENT*** by means of which the pole may be instantly adjusted to be used for 2, 3 or 4 horses as the case may require.

If we are not represented in your locality there is money in the business for you. Write at once to our Winnipeg Office for particulars.

THE Frost & Wood Company LIMITED.

Head Office and Works, **Smith's Falls, Ont.**

Winnipeg, Brandon, Regina, Calgary.

CANADIAN FARM IMPLEMENTS

Vol. III, No. 6. WINNIPEG, MAN., JUNE, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

Head Office: QUEBEC.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,000,000
REST - $1,300,000

Andrew Thomson, Esq. - - - - President.
G. H. Balfour - - - - General Manager.

WESTERN HEAD OFFICE STAFF:
H. B. Shaw - - - Superintendent.
F. W. S. Crispo - - - - Inspector.
H. Veasey—P. H. Vibert-Assistant Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Carberry, Carman, Crystal City, Cypress River, Deloraine, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, (Winnipeg North End Branch).

SASKATCHEWAN.—Arcola, Carlyle, Esterhazy, Fillmore, Humbolt, Indian Head, Lemberg, Lumsden, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Calgary, Cardston, Carstairs, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River,, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat Okotoks, Pincher Creek.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch - - - R. S. BARROW, Manager.

Mr. DEALER!

ANY KIND OF TEST

will demonstrate the quality of materials used in our harness. The harder the test the better we like it. Careful trying will bring sure buying, and your unbiased opinion, after having made an exhaustive test of our goods, will bring us the business. We can supply you with harness for pleasure driving, for delivery horses, and for the draughters on the farm. Anything in horse goods. It will pay you to investigate our proposition.

Catalogues supplied to the Trade.

The GREAT WEST SADDLERY CO., Ltd.

WINNIPEG, Man. CALGARY Alta.

Wheel Barrows

We have several styles, all made of good clear stock, well bolted and braced. They come knock-down flat and take low freight rate.

WATSON'S No. 2 BARROW
THE MOST POPULAR BARROW IN CANADA.
Removable Sides, 12-inch High

JOHN WATSON MANUFACTURING CO. Limited,

WINNIPEG, MAN.

WRITE US FOR PARTICULARS

TYPEWRITERS

ALL MAKES

RENTED AND SOLD.

Quality High—Prices Low. All Machines Fully Guaranteed.

The Typewriter Trading Co.,

404 McIntyre Block, WINNIPEG, MAN.

SAFE LOCK SHINGLES.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description
SHEET METAL

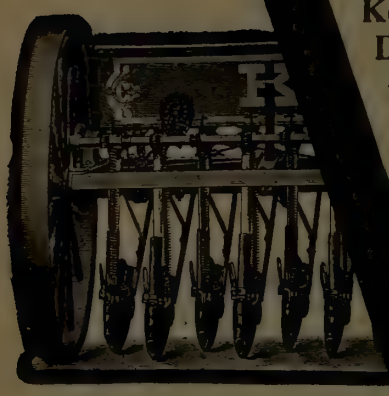
Tell us all about your requirements and ask for our 1906 Catalog.

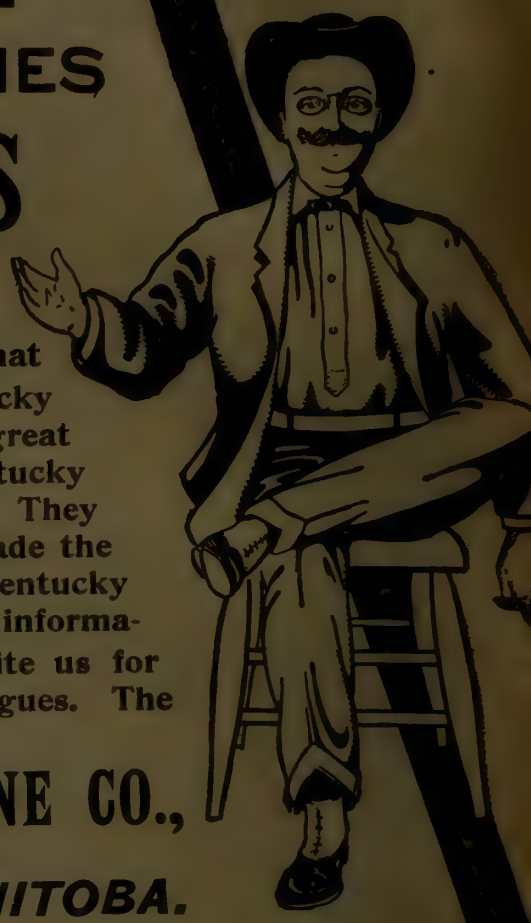
CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

"IT'S A CINCH—"
TO SELL GOOD MACHINES
KENTUCKY DRILLS

Are "Good as Wheat in the Mill."





They are GOOD, and they do the kind of work that makes good friends of particular farmers. Kentucky Drills are made especially for the farmers of the great North-West. Closed delivery, zig-zag Single Disc Kentucky Drills enable the farmer to get into his fields early. They have all the labor-saving devices that have made the Kentucky famous. We can't tell you all about Kentucky Drills in this space, but we can and will give you information that will prove profitable if you will write us for our special agency proposition and free catalogues. The time to act is NOW.

AMERICAN SEEDING-MACHINE CO.,
CANADIAN DIVISION,
WINNIPEG, MANITOBA.

WESTERN CANADA'S
GREAT INDUSTRIAL FAIR
AND AGRICULTURAL EXHIBITION
WINNIPEG, JULY 23rd TO 28th, 1906.

The Live Stock Show of Western Canada.

Larger and Better Prizes Offered for Live Stock than at any previous Exhibition.

Facilities for Exhibiting Machinery of all kinds greatly improved, including drainage of grounds, roadways and sidewalks.

The Wonderful Knabenshue Air-Ship will make Daily Flights from the Grounds.

Entries Close July 7th.

For Prize Lists Apply to

GEORGE H. GREIG, President.
R. J. HUGHES, Sec.-Treas.
A. W. BELL, General Manager.

SASKATOON

as a DISTRIBUTING CENTRE for

FARM MACHINERY.

The Four New C P.R. Lines now building in Saskatchewan, including the New Canadian Pacific Secondary Trans-Continental from Winnipeg to Edmonton, centre at Saskatoon. The main line of the Grand Trunk Pacific is now under construction, both east and west from Saskatoon. The C.N.R. main line from Winnipeg to Edmonton is already in operation within a few miles of Saskatoon, and the C N.R.'s own steel will, in all likelihood, be laid to Saskatoon very shortly. The Q.L.L. & S. Ry, has been operating for some time with Saskatoon as its main divisional point.

Such exceptional railway facilities, added to the central geographical position of Saskatoon in the vast and inexhaustibly fertile hard-wheat area of the Saskatchewan Valley, make Saskatoon the most economical and advantageous location in the NEW WHEAT PROVINCE of Saskatchewan for warehouses of manufacturers, wholesalers and jobbers of farm machinery and other merchandise.

Now is the time to have representatives make personal inspection of warehouse sites, as the new C.P.R. lines commence operations this fall.

Every assistance and courtesy will be shown those visiting Saskatoon personally or by deputy, and further information will be cheerfully furnished on request.

SASKATOON BOARD OF TRADE

F. R. OLIVER, President. **FRED M. BROWN, Secretary.**

COCKSHUTT GANGS

are Money Makers to both Dealers and Farmers.

Read what a well-known and prominent Dealer of the West has to say about COCKSHUTT PLOWS. Also one of his Customers who is one of the Prominent Farmers of his district and who has had years of experience in the field with many different makes of Plows.

A DEALER'S OPINION.

Weyburn, Sask, Jan. 8th, 1906

Cockshutt Plow Co., Limited, Winnipeg, Man.

Dear Sirs,—It gives me pleasure to state that I handled almost three cars of your Plows last season, and I will say that in every instance I had entire satisfaction. As to meeting competition I almost put the other fellows out of the ring and in no case did I have a Plow which did not give the purchaser entire satisfaction. This year I expect to handle four cars and it is not me who is doing the talking, it is the farmers in the districts in which the Plows have been sold. There are four or five different American Plows handled in the town, I have no trouble whatever in getting my share of the trade thanks to the quality of your goods and your strict attention to the repair system.

Yours very truly,
(Signed) W. J. HUNTER.

WHAT ONE OF HIS CUSTOMERS SAYS.

Weyburn, Sask., Jan. 8th, 1906.

Cockshutt Plow Co., Limited, Winnipeg.

Dear Sirs,—I bought a Cockshutt Plow from your agent at Weyburn last season. I have been farming for a number of years in Dakota, and used different kinds of American Plows, but never got any that suited me as well as the Cockshutt.

Yours truly,
(Signed) F. BOUCHARD.

We have any number of unsolicited testimonials which would convince you that no other gang gives such general satisfaction as the COCKSHUTT.

For lightness of draft, convenience in working and durability, COCKSHUTT GANGS ARE UNEQUALLED.

COCKSHUTT PLOW CO., LIMITED,

WINNIPEG,

Factory: BRANTFORD. **Branches: REGINA, CALGARY.**

CANADIAN FARM IMPLEMENTS

Vol. III, No. 6. WINNIPEG, MAN., JUNE, 1906. SUBSCRIPTION PRICE { Per Copy, 5c Per Year, 50

Regina : The Capital of Saskatchewan.

A City With a Future.

A volume of business estimated at $4,000,000 tells the story of the wholesale implement trade at Regina in 1905. The trade of the Province of Saskatchewan centres at the capital, and a portion of that for the Province of Alberta also looks to Regina, as far as farm implements are concerned. The growth of this business has been steady but rapid, each year showing a large increase in the aggregate as compared with the preceding one. About a dozen of the leading firms of Canada and the United States have opened wholesale distributing depots, from which the various agencies in the outside districts are supplied. Many other concerns are preparing to come in, and are negotiating for sites. There is an apparent realization that the state of the trade warrants the opening of branch houses at Regina, in order to keep in touch with the distribution. It is recognized that the Winnipeg houses cannot compete with those in the new Provinces, for the trade of the latter, on account of the distance.

The strides which Saskatchewan has recently taken as a grain-growing Province are responsible for the prosperous state of the implement trade there. The aggregate yield of all grains for the season of 1905 was 46,650,000 bushels, according to the official bulletin of the Department of Agriculture. In 1904, the total was 27,500,000 for the area now comprised by the Province of Saskatchewan. In 1903 it was 25,230,000, and in 1902, 20,450,000. It will be seen, therefore, that while the aggregate has steadily increased, the growth was comparatively slow up to last year. If percentages be taken as the basis of comparison, it will be found that the increase last year was 70 per cent , as against 9 per cent. in 1904, 23 33 per cent. in 1903 and 14.70 per cent. in 1902. The great influx of settlement into the Province is beginning to show in the returns of acreage and yield, and this accounts for the enormous advance made in the season of 1905. The fact that the inpouring of settlers continues at an increased rate is sufficient indication that the tendency must be towards a vast appreciation in the yield for the next few years at least. As far as the season of 1906 is concerned, there is every prospect that the rate of increase in 1905 will be excelled. Returns of acreage are not complete, but it is definitely known that the area under wheat is much larger this year than last. Growing conditions have been admirable and the crop is in excellent shape. Several weeks, of course, must elapse before the implement men know where they stand with regard to this year's harvest, but at the present time they are in a rather joyful frame of mind on account of the outlook.

Regina is in the heart of the biggest wheat section of the province, and the majority of the farmers in Saskatchewan receive their supplies from that city. The remarkable fertility of the soil in the neighborhood of the capital is responsible for the position which the district occupies as a grain-raising country. Yields of 27.35 bushels per acre of wheat, 53.89 bushels of oats and 31.97 bushels of barley in 1905 place Regina district above all others in the province, but the capital offers other advantages. It is the only point in Saskatchewan which is served by three lines of railways. The main line of the Canadian Pacific, and the Prince Albert branch and the Arcola extension of the same system give the city a commanding position with respect to transportation facilities. Promises of railway competition are not essentially important, but they are at least significant. The Grand Trunk Pacific has definitely arranged to build three lines into Regina, and is only waiting for the passing of the necessary legislation at Ottawa. The Canadian Northern Railway is also waiting for the Dominion Government's guarantee of its bonds before continuing the Hartney extension to the Saskatchewan capital. It is confidently expected that both the Grand Trunk Pacific and the Canadian Northern will be running trains into Regina in 1907. In that event there will be no obstacle to the continued advancement of the city as far as railway facilities are concerned.

The first firm to erect a warehouse for wholesale trade in implements at Regina was the American-Abell Co., whose large building was completed in the summer of 1903. Other companies, including the Massey-Harris Co., the J. I. Case Co., Frost & Wood Co., and the International Harvester Co., and several more have gone in recently. The freight receipts at Regina for the year 1905 amounted to about $1,250,000, according to close calculations. All of this sum went of course to the Canadian Pacific Railway, and it is believed that the greater part of it was contributed by the implement firms. Regina has some pretentions and ambitions as a wholesale and distributing point. The position which she now occupies in this respect is due partially at least to the action of the large implement firms making their headquarters for Saskatchewan in that city.

Should Have Read 3ft. 8in. Between Runners.

According to the act recently passed by the Ontario Legislature it is compulsory that on and after December 1st, 1907, the regulation width between sleigh runners used in that province must be three feet eight inches, and not eight feet three inches, as we inadvertently stated in our May number.

Take Advantage of the Discounts.

It was recently learned that a certain member of the retail trade, located in an old established town and doing a fairly successful business, had sold his warehouse, at the same time concluding an agreement with the purchaser whereby he leased the premises for a period of years for which he will pay an annual rental amounting to 8 per cent of the purchase price.

To many dealers in the West, who aim to stay with the business and become the possessors of the building and ground occupied by them, this dealer's action may appear unbusinesslike. His reasons for such a transaction will be searchingly examined and not a few will wonder why a man once free from rent paying should voluntarily assume it again.

In Western Canada land speculation is one of the greatest sources of profit. Practically everyone in this country who has a little money to invest dabbles in real estate and property. This keeps money pretty well tied up and the business of the country is done almost altogether on a credit basis. This being the case a considerable discount is allowed on all lines for cash payment by purchasers. This we surmise was the principal reason for the dealer's action in disposing of his warehouse. He could improve his business by paying cash for his stock and taking advantage of the large discounts. Before selling he had the property, but lacked sufficient capital to carry a complete stock, and in order to get the fullest measure of success in the implement and vehicle business it is imperative that the dealer must carry a large and complete stock.

It is always wise for the dealer, whose financial condition will warrant it, to become the owner of his own warehouse. Such a dealer er is fully justified in doing so, but numerous instances can be cited where dealers have tied up their

entire capital in land speculation, ground and buildings, etc., which could have been used to infinitely greater advantage in increasing their stocks and discounting their bills.

It is of much greater importance that the dealer should own his own stock than that he should be the owner of his place of business. By taking the benefits of large discounts for cash and by carrying a full and complete stock the dealer is hastening the day when his increased profits in the aggregate will place him in a most satisfactory financial condition.

By becoming too heavily burdened with land investments, the dealer invites financial embarrassment. This is particularly true of conditions in the West and is of greater importance to dealers in this country than to those in the older provinces where land has reached its maximum value and there is not as much speculation. We believe that lands in Western Canada are most profitable investments at the present time, providing that the investor does not "bite off more than he can chew," should depressed conditions arise. We do not believe that this country will again see the day when real estate values will slump sufficiently to leave ruin and disaster in their wake, nevertheless the most sensible course for the investor is not to become so heavily burdened with land holdings that he would be forced to sell at a sacrifice in order to finance him over a bad year if there should be one, and there is always that possibility.

Look after the small customers, and the large ones will look after themselves.

The Record of Casualties.

With the development of our modern industrial life there is a noticeable increase in the number of casualities, and this particular phase of our growth is something altogether undesired. According to the Canadian Labor Gazette there were 247 accidents to men engaged in industrial pursuits during April of this year. Of these 66 terminated fatally while 181 resulted in serious injury. The railway service has the most unfortunate record, being responsible for 21 killed and 11 injured, as compared with 21 killed and 20 injured during the preceding month and 9 killed and 26 injured in April, 1905.

Agriculture is the source of many accidents and is generally attended with many dangers. A perusal of the record shows one more accident during the month of April than occurred in the railway service. Although only ten fatalities were recorded there were 23 individuals seriously injured. In comparison with the same month of 1905 the number of accidents in connection with agricultural work shows an alarming increase, there being only four fatalities during the latter period. In the mining industries seventeen accidents were reported, of which eleven were fatal. This is an increase of two over the month of March and is the same as April of last year. The metal trades were responsible for a list of accidents to the number of 51, of which only four resulted fatally. In the corresponding month of 1905 there were 55 accidents in connection with the metal trades, 6 resulting in death.

In the building trades 3 were killed and 14 injured, as compared with 1 killed and 31 injured in March and 5 killed and 9 injured in April of last year. Five men were killed and 14 severely injured in the lumbering industries during April, a decrease of 8 fatalities as compared with March and an increase of 3 as compared with April, 1905.

The Cream Separator in Up-to-Date Dairying.

Writing on "Up-to-date Dairying" in Farm Science, a publication dealing with numerous subjects of great interest to progressive agriculturists issued by the International Harvester Co., Prof. Clinton D. Smith, Director of the Michigan Experiment Station Agricultural College, Mich., has the following to say regarding the hand cream separator:—

USE OF HAND SEPARATOR.

"The hand cream separator bids fair to revolutionize the dairy industry. By the use of this labor and butter saver, the farmer can take practically all of the fat from the milk and can do it at the time of milking while the milk is warm. The skimmilk is then ready for the calves or pigs.

Who then shall buy a separator? He that has four or more cows and wants to make all the butter possible from them at least cost.

Why shall he buy? Because the amount of fat a separator saves over the cold deep setting will not only pay the interest on the first cost of the machine but will actually pay for the machine in a few years, if the number of cows is large enough to warrant. Because too, the skimmilk is not taken into the house at all but is fed warm to the young stock.

Again, if the cream is delivered to a creamery to be made into butter, the milk does not have to be hauled to the factory and back again. It is kept separate, uncontaminated with skimmilk from other sources and is fed before souring.

An examination of the records of pigs officially condemned as tuberculous at the Chicago stock yards shows that the great bulk of tuberculous pigs come from the dairy districts and undoubtedly get the disease from drinking unpasteurized skimmilk returned from the factory. By separating the milk at home the cow owner avoids this source of infection for his young stock.

WHAT SORT OF SEPARATOR SHALL COW OWNER BUY?

The one that will skim the largest amount of milk the cleanest in a given time with the least force to run it. Separators vary widely in capacity. Some of the hand machines will separate only 250 pounds an hour while others

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
"SOLD EVERYWHERE WILL WEAR TWICE AS LONG AS ANY OTHER" TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

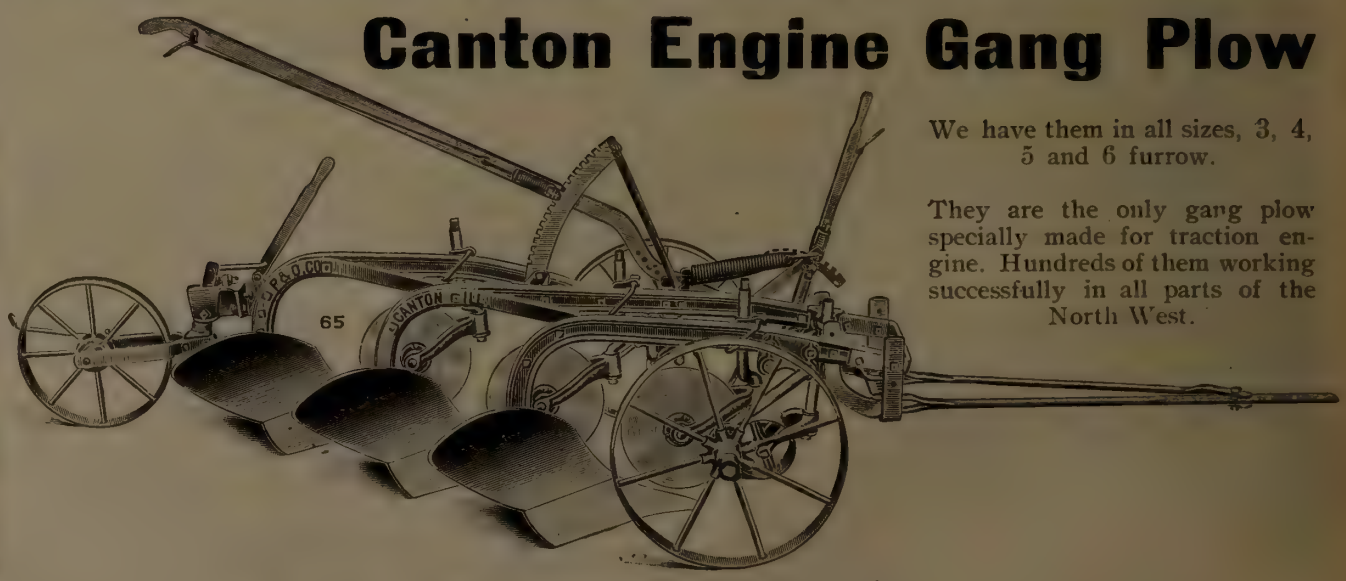
MANUFACTURED BY FRAZER LUBRICATOR CO.,
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

PLOUGHING BY STEAM

A SUCCESS IF YOU HAVE A

Canton Engine Gang Plow



We have them in all sizes, 3, 4, 5 and 6 furrow.

They are the only gang plow specially made for traction engine. Hundreds of them working successfully in all parts of the North West.

Send for descriptive catalogue and prices.

W. JOHNSTON & CO. Ltd.,
WINNIPEG.

will run through fully eight hundred pounds. Other things being equal, the larger machines are the more economical.

Separating milk is a slow job at best. It takes from one to two hours a day and this multiplied by the number of days in the year, grows to a very perceptible share of the working time of the season.

Again, it takes no longer to wash and care for a large machine than a small one. Finally no one should intend to remain a dairyman with two or three cows. His ambition ought to be to increase the size of his herd until he is carrying all the cows the farm can support. The large machine will not have to be exchanged when the number of cows increases. The separator should have capacity, skim clean, be durable, simple in construction, easily cleaned and easy of separation.

SEPARATOR'S LOCATION IS IMPORTANT.

The care of the separator is not a hard problem if the location is right, the foundation good and the essentials in the way of accessories are convenient.

LOOK HERE! MR. DEALER!

there is **more money** to be made out of our lines than you can make out of most other lines you handle? Windmills are more in demand than ever before; **Why?** because once put up **the power costs nothing,** and with the abundance of wind available in this country, the farmer can pump water, grind feed and saw wood whenever he wishes to do so.

We send EXPERT SALESMEN to help you sell and EXPERT WORKMEN to put up the Mills.

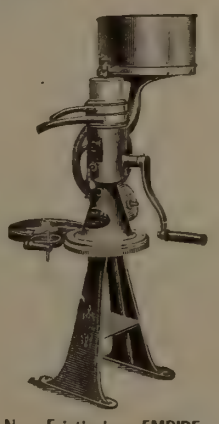
ISN'T THAT A CINCH?

Write for our Agency to-day. We have

THE BEST WINDMILLS THE BEST GASOLINE ENGINES
THE BEST PUMPS THE BEST CREAM SEPARATORS
THE BEST HORSE POWERS

In short **THE BEST** of everything in our various lines, and **we want THE BEST Dealers to represent us everywhere.**

4½ H. P. Stickney



New Frictionless EMPIRE

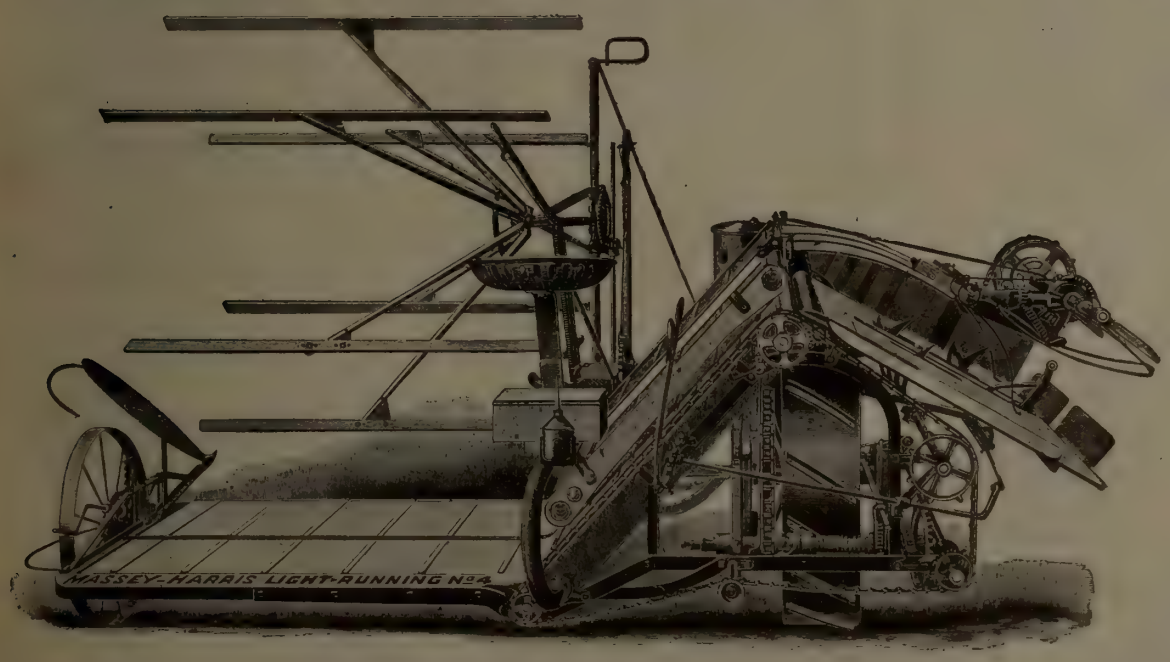
The Ontario Wind Engine & Pump Co.,

LIMITED,

83-91 Chambers St., WINNIPEG, MAN.

JUDGE FOR YOURSELVES WHETHER THEY ARE GOOD, BUT

WE GUARANTEE THEM.



THE MASSEY-HARRIS No. 4 BINDER.

Exceptionally wide elevator canvasses are a distinct advantage in handling heavy, down and tangled grain.

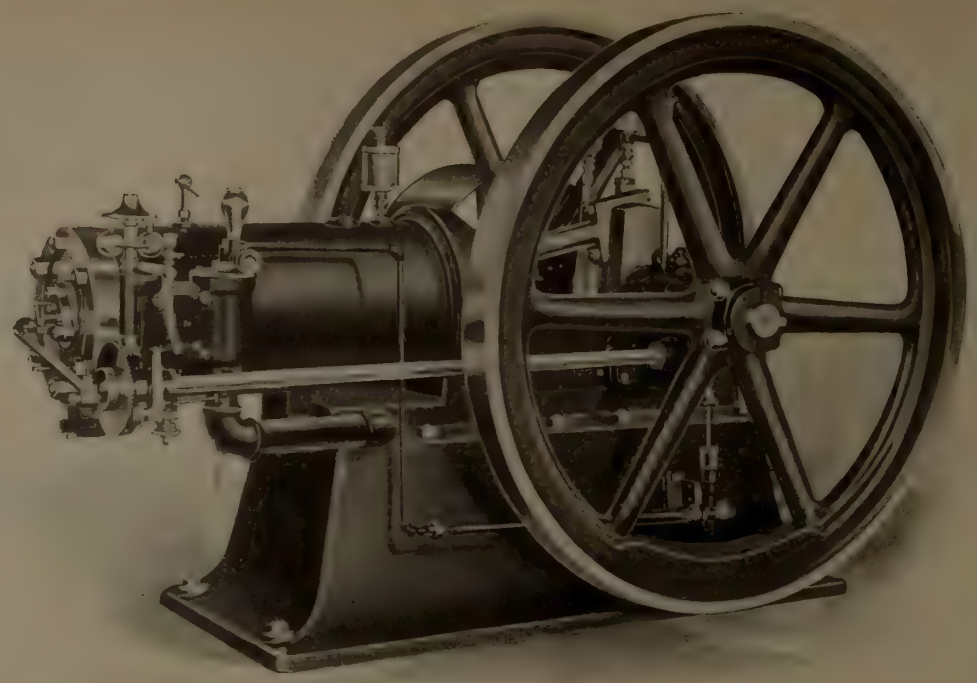
Thrust block and ball for bevel shaft take up all wear.

Note size of our canvass rollers; also size of spindle or gudgeon. Gudgeons carry three rivets, put in in quarter style.

BUILT IN THREE SIZES, 6, 7 AND 8-ft. CUT. POLE TRUCK CAN BE USED WITH EACH SIZE OF MACHINE.

MASSEY-HARRIS COMPANY, LIMITED,

WINNIPEG. REGINA. CALGARY.



20 H. P. Ohio Gasoline Engine.

We reproduce herewith an excellent illustration of the new 20 h.p. Ohio Gasoline Engine purchased by the town of Portage la Prairie, Man., for use in connection with the operation of the new water works system of that place. This engine was supplied by the Burridge Cooper Co., of Winnipeg, who are sole agents in Western Canada for the products of the Ohio Motor Co., of Sandusky, Ohio, manufacturers of traction, portable, stationary, electric lighting, gas and gasoline engines. The Burridge Cooper Co,, will be pleased to mail any dealer interested in Ohio Gasoline Engines a copy of their handsome new catalogue. This is neatly printed on fine paper and contains numerous illustrations and much valuable information regarding this line of engines. We would thank you to mention Canadian Farm Implements when writing this company.

One thing required is pure air. A cow stable will not do because the air cannot be kept pure and, although it is handy to have the separator right there so you can pour the milk from the pail into which it is drawn, through a strainer at the top of the separator can, still such practice is rightly forbidden in the stable itself. The separator must be placed where the air is always pure.

The room where the separator is must be free from dust, hence the woodshed is forbidden unless a part of it is petitioned off and well floored so that it can be kept clean and sweet.

The floor of the separator room had better be made of concrete since milk is bound to be slopped over at some time and must be washed up with abundance of water. This demands a tight sound floor and good drainage. A cement floor is slippery and cold but it can be kept much sweeter than a wooden floor.

The room must be arranged to exclude flies. The separator must be kept spotlessly clean and this cannot be done in a room to which flies are admitted. Screens to windows and doors are necessary, with an occasional use of insect powder to kill off such flies as steal in with the milkers.

The room ought to be where it can be kept cool and yet where the sunlight can have free range to kill off bacteria.

It is not to be understood that the separator is to be set off into a world of its own where nothing but pure milk enters and only angels can attend it. It is quite possible to build a room as an integral part of the barn itself, or as a part of the house, where all the requirements are fully met. Pure air, kept pure, free from dust and fairly cool with sunlight are the essentials.

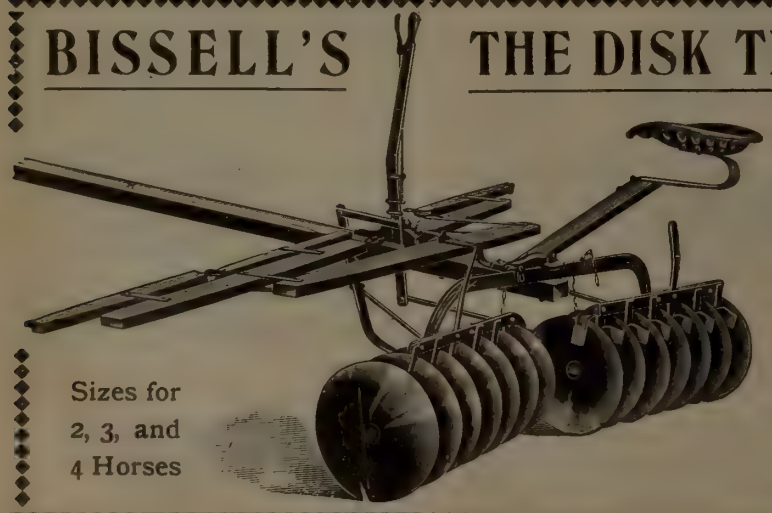
SEPARATOR FOUNDATION SHOULD BE MASONRY.

The foundation of the separator must be strong, durable and firm. The separator must be kept from jar. It must run smoothly. It must therefore be securely anchored to such foundation as will hold it perfectly level and without vibration.

A heavy bowl at the top of a long spindle is no strain at all upon the upper bearing when the machine is level and free from shaking but it is a hard test of the workmanship of the builders when the spindle is at an angle with the vertical, no matter how small that angle may be. It is well to have the foundation of the separator rest directly upon masonry on the ground. This implies a location not in the second or third story.

A separator is necessarily a delicate machine requiring intelligence and some skill in its manipulation. Not only must it be properly placed, it must be kept in perfect condition. The bearings must be kept clean and well oiled. The fixtures in the bowl must be put in as directions require. The cap

BISSELL'S THE DISK THE FARMERS WANT



Sizes for 2, 3, and 4 Horses

SOME GOOD FEATURES ARE:

CORRECT BALANCE—Stays down at its work. Other Disks buckle, bind, and hump up in the centre.

SHAPE OF PLATE—Cuts and turns the soil. Other Disks scrape and only set the soil on edge.

BALL BEARINGS—Durable, light of draught. Experienced farmers claim the Bissell Disk runs one horse lighter than others.

CAPACITY—Greater than any other Disk. A success for work on hard ground and tough places.

THE BISSELL DISK HARROW is sold in open competition with anything built for cultivating.

Drop a postal card for free particulars about this Disk. See samples with

Jos. Maw & Co., Ltd., Winnipeg, Man.
WESTERN AGENTS.
None genuine without the name "BISSELL."
Address: T. E. Bissell, Dept. "I," Elora, Ont.

WHY NOT

add a line of Cream Separators?

Every farmer needs one. Take the first step to investigate the claims made for the MELOTTE by writing to-day for particulars and prices.

MELOTTE'S ARE TRADE WINNERS.

MELOTTE CREAM— SEPARATOR CO.,
312 ROSS AVE.,
WINNIPEG.

of the bowl must be screwed on tight; the tinware must be put in place and kept in place and the separator must be turned at the speed designated by the makers.

FACTORS DETERMINING THE RICHNESS OF THE CREAM.

The richness of the cream in fat depends upon many conditions. If the separator be turned faster than the regulations call for, the cream will be richer in fat. If turned slower than it ought to be turned the cream will be poorer in fat.

If the milk be rich in fat, the cream will have a higher per cent of fat than will the cream from milk with less fat in it.

If the milk flows into the separator too fast, the cream will be low in fat. If the feed be restricted, the per cent of fat in the cream will go up.

The temperature of the milk affects slightly the per cent of fat in the cream, but not to an important degree.

The richness of the cream is controlled almost absolutely by the position of the cream screw. Each machine can thus be regulated to turn out from milk of given composition a cream of any richness desired. For butter-making the cream should be as rich as is consistent with perfect skimming.

DAILY CARE OF THE SEPARATOR.

The rules in regard to the care of the separator are simple and inevitable from the considerations already had.

In the first place, the separator must be washed every time it is used. The washing should be done methodically, rinsing off the milk in tepid water, then washing with very hot water containing a cleansing powder or borax, then rinsing in boiling water and steaming, if possible.

Let the bowl dry without wiping. Wash the tinware in the same way, doing the work most thoroughly.

Next the separator stand must be kept clean, free from dust. All exposed parts should be wiped clean, the surplus oil removed and the whole surroundings maintained in sweet and sanitary condition.

Experiment Stations have shown that the foul bowl will increase the bacterial content of milk to an incredible extent. When the separator is washed but each alternate day the number of bacteria in the milk forced through it is so large that the skimming is unfit to feed to pigs. If the separator is clean, running milk through it reduces the number of bacteria fully a fifth and often a fourth.

The slime collecting on the inside of the bowl should be burned as it contains the bulk of the germs contained in the milk.

Places should be provided for the parts of the separator when taken apart. They must be kept out of dust.

OPERATING THE SEPARATOR.

If the separator is to do good work, is to remove the fat from the milk down to one or two one-hundredths of a per cent it must be run right, as well as be put to-together right.

In actual practice, the point most often disregarded is the item of speed. The monotony of turning a crank leads to neglect and the speed falls below the point of good service. The directions may say forty-two turns to the minute. The operator unconsciously allows the speed to drop to thirty-two. A loss of fat in the skimmilk follows.

Again, the temperature of the milk may fall too low. Few, if any, separators will do good work at a temperature below eighty degrees, and all separator makers have a right to demand that the users shall have their milk as warm as that.

The milk may be sour and partly loppered. This presents a hard and possibly an impossible problem to the machine. Separators are built to handle sweet milk only.

A separator ought to last a long time and do good work to the last. They may seem costly to the dairyman, but the first cost should be divided over many years of use and will be so divided if the machines have good care. Delicate machines cannot be left to care for themselves. The women of the house can take care of them well enough if the men will turn them and will lift out the bowls and take them apart.

To drive the separators, various

Dairy Talks by the EMPIRE Dairy Maid—No. 1.

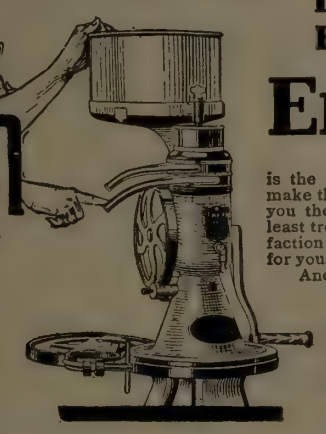
IF you knew *for sure* that one cream separator is a great deal better *—better for you*—than all other separators:

If you knew *for sure* that some one of them would make more dollars for you than any of the others, you'd be pretty sure to insist upon having that one, wouldn't you?

Well, I *know* that the

Improved Frictionless

Empire



Before You Buy a New Separator

You ought to know the facts.

is the cream separator that will make the least work for you, save you the most labor, give you the least trouble and the greatest satisfaction and make the most dollars for you.

And I want the chance of *proving* it to you.

You are interested, for when you buy a separator you are just as anxious to get *the best* as the manufacturers are to sell an EMPIRE.

How am I going to prove it?

It is not an easy thing to do *on paper*, because every manufacturer and every agent is continually claiming that he has the only cream separator worthy the slightest consideration.

They can use just as strong arguments—on paper, as I can. Between us you are apt to get confused. But you need not depend upon what any of us *say*.

You can find out for yourself. If you will only examine an EMPIRE you can *see* how simple in construction it is; you can *feel* how much more easily it turns: you see how much more quickly and more easily it can be washed, and you can be pretty sure from even a casual examination that it will last longer, give less trouble and require fewer repairs than any other, simply because it is so much simpler in construction.

If you ask any one who has ever *used* an EMPIRE you can hear all about its good points, for every EMPIRE user is enthusiastic in its praise. That's why so many people buy the EMPIRE.

I know you will never regret taking a little time to find out the good features of the EMPIRE. I promise you that you will feel it time well spent. I *ask* you to send a postal card to the EMPIRE CREAM SEPARATOR COMPANY telling how many cows you milk and what you *do* with the milk and they will send some mighty interesting books about dairying and cream separators. Won't you let them do it? Send your name today. Just address

Ontario Wind Engine & Pump Co., Ltd., Winnipeg, Manitoba, Canada.

GET THE EMPIRE BOOKS. ASK FOR THE ONE YOU WANT.
1. Full catalog and price list. 2. Dairy Results=Dollars. 3. Money and the Way to Make It.

DEALERS! The above is the first of a series of advertisements to be run in the agricultural papers of Western Canada. Don't you think it would pay to handle a Cream Separator with the above qualities and one so extensively advertised.

WRITE FOR AGENCY.

Ontario Wind Engine & Pump Co., Limited

83-91, Chambers Street, Winnipeg, Man.

CREAM SEPARATORS

The accompanying picture illustrates how one buyer of a "cheap" cream separator feels over his great "bargain" and how he has arranged to punish himself for so wasting his money, time, labor and product.

DE LAVAL CREAM SEPARATORS may cost a little more in the beginning, but they always cost less in the end. If you are thinking of buying a separator, you will never have cause to "kick" yourself if you select a DE LAVAL machine. Send for new 1906 catalogue.

THE DE LAVAL SEPARATOR CO.

14 and 16 PRINCESS ST., WINNIPEG

MONTREAL TORONTO VANCOUVER
NEW YORK CHICAGO PHILADELPHIA
SAN FRANCISCO PORTLAND SEATTLE

kinds of power are in use. The gasoline engines are popular. Bulls or horses on tread powers do the work. Steam engines are called for in dairies large enough to call for much steam for cleansing purposes. Any source of power will do that will give a steady and unvarying speed.

THE CREAM SHOULD BE COOLED AT ONCE.

The two products of the separator are the cream and the skimmilk. The cream is the most valuable and its care should receive the attention of the prudent dairyman. Two principal rules are to be observed in reference to it.

In the first place the cream must be cooled at once and kept cold. The bacteria living in cream are of two kinds, as far as their final effects upon the cream are concerned.

One kind of germs sour the cream, the other kind bring about fermentations resulting in unhealthy products. If the cream is kept cold, neither of these products develop rapidly.

As soon therefore as the separator stops, the can of cream ought to be put in a tank of cold water and cooled down as fast as possible to below fifty degrees.

If ice is at hand it ought to be used, not in the cream surely, but in the water surrounding the can. If no ice can be had, the water about the cream should be changed frequently and often enough to rapidly cool the cream. The low temperature should be maintained until the cream is delivered at the factory or until enough has been gathered at home for the churning.

If delivery to the factory is the fate of the cream, the delivery should be made as often as twice a week that the bad bacteria may have no opportunity to grow. If the churning is to be made at home, it ought to be done as often as twice a week if the best butter is to be made.

The future of the hand separator hangs on the fate of agricultural education. If farmers will take proper care of the separators and of the cream, the hand separator has come to stay. If they will not, the separator must go. Consumers demand that cream shall be made from pure milk and shall be kept cool and free from infection with bad germs.

The dairyman can make pure milk if he will keep his cows and his stables clean, his methods systematic, his utensils bright and sweet, the air of his cow stables and dairy room pure and free from bad odors. He can make his cream sweet if he will keep his separator clean and will cool his cream and keep it cold and clean.

VALUE OF SKIMMILK AS FOOD FOR STOCK.

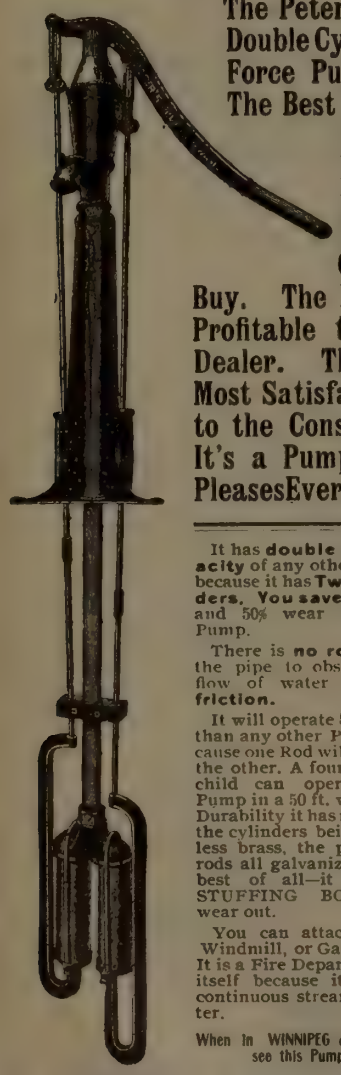
The signal value of the separator lies in the fact that it leaves the skimmilk at home to be fed warm to calves and pigs. With pigs selling at $3.80 a hundred and with corn meal worth $16.00 per ton the skimmilk was shown to be worth for feeding young pigs fully 24 cents to the hundred; when the pigs were larger, it was worth twenty cents to the hundred. For calves it is usually worth more than it is for pigs.

When feeding either calves or pigs, regularity must be observed. If feeding skimmilk sweet, feed it sweet all the time. If feeding it sour, feed it sour all the time. The trouble with separator skimmilk returned from the whole milk factory is that some days, when the weather is cool, the skimmilk comes home sweet, the next day when it is hot, it comes back sour. The hand separator at home avoids these troubles.

SEPARATOR WILL PAY FOR RIGHT USE.

Will a separator pay? In the hands of the right man, Yes! In the hands of the careless man, No! The quality of the man decides this business question as it decides others. The man with good business sense, who can smell a bargain afar off will succeed in business and will accumulate cash.

The man without business capacity may still succeed in the world but he will not be the owner of much of this world's goods. The man of energy, prudence and progress will succeed because he will obey the natural laws that make for success. In his hands the separator will pay.



The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your Pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

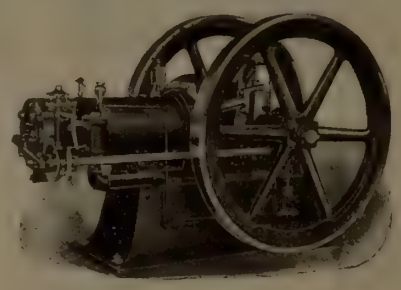
W. JOHNSTON & CO., Limited

Agents, WINNIPEG, MAN.

We want every Dealer to investigate.

MANUFACTURED BY PETERS PUMP CO., KEWANEE, ILL.

"Ohio" Gasoline Engines



The OHIO Stationery Gasoline Engine.

The OHIO Gasoline Threshing Engine.

THE BEST FOR THE WEST.

The ***OHIO*** leads all competitors because of its

EFFICIENCY, DURABILITY, SIMPLICITY.

It is a model of strength and convenience and is a ***sure winner*** for the Dealer.

HIGHEST AWARD GOLD MEDAL AT ST. LOUIS EXPOSITION.

SAFES AND VAULT DOORS

Full Line of General Machinery.

Write us for Catalogue and Full Informatien.

Burridge Cooper Co., Ltd.,

152 Henry Ave. East., WINNIPEG.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence Invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N B, Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que, Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

Get Bradley Catalogue No. 39.

Filled to the brim with information regarding the products of their factory, Catalogue 39, issued by the David Bradley Mfg. Co., of Bradley, Ill., reached our desk a short time ago. It contains hundreds of excellent illustrations of the numerous lines made by them, as well as a detailed description of each particular implement. The quality of paper used in this list is No. 1 and the typographical work is a credit to the company. This catalogue should be in the hands of every dealer. A copy will be sent to each applicant. Address all correspondence to the Bradley Mfg. Co., King & James Streets, Winnipeg, Man., or direct to the home office of the company at Bradley, Ill. Mention Canadian Farm Implements and you will confer a favor on us.

Increased Immigration for Ten Months.

For the ten months beginning July, 1905, and ending April, 1906, inclusive, the immigration into Canada was 117,587, as compared with 99,309 for the same period last year, thus showing a net increase of 18,278. The total immigration through ocean ports shows an increase of 7,010 and from the United States, 11,268.

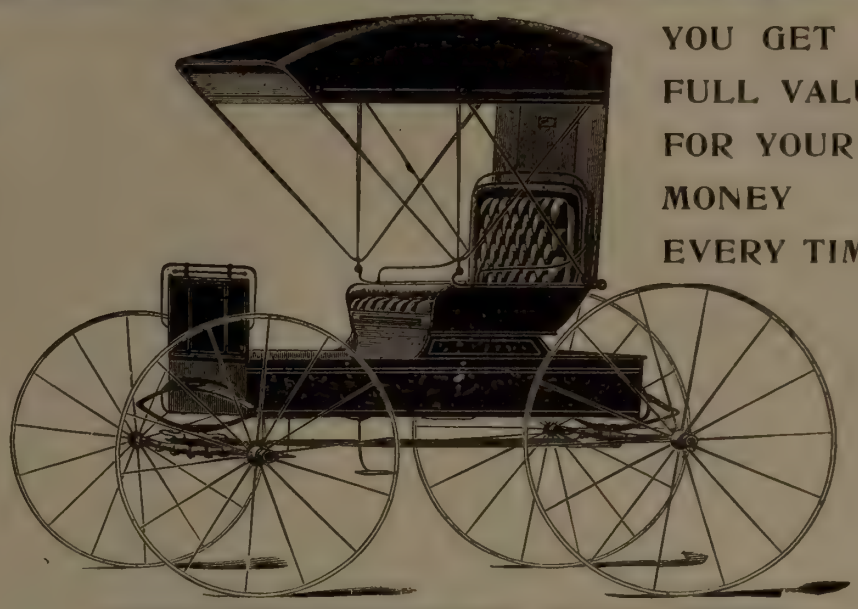
MOUNT FOREST CARRIAGES

If you want a trade catcher this is the Line you want in your Show-room. Send for our 1906 Catalogue. Yours for the asking.

THEY ARE MONEY MAKERS.

You might as well have your share.

SECURE AGENCY AT ONCE.



YOU GET FULL VALUE FOR YOUR MONEY EVERY TIME.

PATENT REMOVABLE BOTTOMS ON ALL BUGGIES.

A. C. McRAE, Cor. King & James Sts., Winnipeg

GENERAL AGENT.

SUPERIOR

"THE NAME TELLS A TRUE STORY"

DISC HARROW ON WHEELS

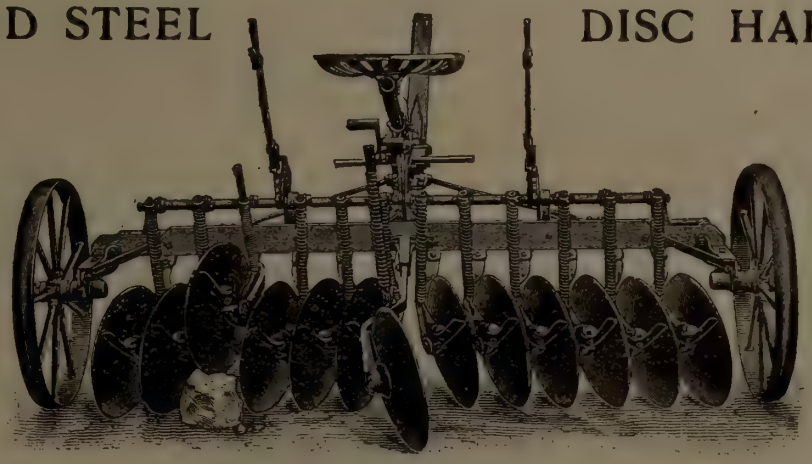
A SOLID STEEL DISC HARROW

THE SUPERIOR is the only Disc Harrow made that does a perfect job of cultivation.

Each disc and drawbar is independent in action.

Levels off ridges and cultivates the hollows.

Centre-cut disc cuts out the centre.



We give Dealers an exclusive Agency on this Harrow. It is the only Disc Harrow in the World that is built on this plan. It gives the Agent a monopoly on the best harrow ever manufactured.

WRITE TO-DAY FOR CATALOGUE AND PRICES

THE AMERICAN SEEDING-MACHINE CO.

283 JAMES STREET, WINNIPEG, MAN.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

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This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY – President and Manager.
P. G. VANVLEET - - Vice-President.

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WINNIPEG, MAN., JUNE, 1906.

Alcohol as a Source of Power.

In another column we report the passage of the free alcohol bill by the Senate of the United States. Notwithstanding the determined opposition offered to this measure by the Standard Oil Company and the representatives of the wood alcohol interests, the voice of the people prevailed. With the advent of another year a new era of power progress will be ushered in across the line that will be of incalulable benefit to the manufacturers and farmers.

The passing of a law in the United States doing away with the internal revenue tax on alcohol when that commodity is denaturized and used for mechanical purposes, is of the greatest interest to Canada. It is unquestionably one of the most important bills ever passed on this continent in the interests of agriculturists and manufacturers. In view of the fact that its adoption has met with the combined approval and endorsement of both these classes in the States, why should its adoption not prove of equally great advantage to Canadian farmers and manufacturers?

Throughout the Dominion, but particularly in Western Canada, there is an ever-growing demand for power for farm work. In order to offset the scarcity of help and in some degree to solve the labor problem, it is imperative that the matter of cheap power be given the fullest attention. The whole West demands that this be done. The country requires the cheapest power procurable in order to bring it to its highest state of development and prosperity. Sources of electrical energy are scarce and take fortunes to harness, steam power is too expensive for general and every day use upon the farm, and as gasoline is the cheapest source of motive power for such purposes at present the rank and file of power users in Western Canada are dependent on the gasoline engine.

With the revenue tax removed in this country, as across the line, alcohol would become a strong competitor of gasoline for power, heating and lighting. Numerous experts who have dealt with this matter during the recent agitation in its favor in the United States, contend that alcohol can be produced for much less cost than gasoline, while at the same time it is considered a superior and more efficient fuel for internal combustion motors. In this connection we might say that in order to make gasoline engines suitable to the use of alcohol only some slight changes in the vaporizer are necessary.

But it is not only as a fuel for power purposes that alcohol becomes a most valuable and economic product. It is equally useful for heating and lighting. On these points there is no ground for dispute. The question of heating and lighting on the farm is a problem that we will have to face sooner or later. There is, as a rule, little coal in prairie countries. The importation of hard coal into Western Canada is very expensive, as every dealer and consumer knows, and is becoming more so year by year despite the fact that competition is ever increasing among the railway companies. Our wood supplies are diminishing and few of our towns and villages have natural gas. In view of these arguments vast possibilities await alcohol for heating and cooking purposes were the internal revenue tax removed.

As an illuminant untaxed alcohol would prove of the greatest value to our farmers. The general estimate of its worth for lighting gives it about twice the power of kerosene,—a gallon of alcohol lasting as long as two gallons of coal oil. In addition to this, alcohol is a very superior light in comparison with coal oil, and it gives off no smoke or odor.

Another powerful argument in favor of removing the tax on alcohol in Canada is the market that would be developed for the products of the farmer. All crops containing a large per cent of sugar or starchy constituents would be available for the manufacture of alcohol. Potatoes, sugar, beets, many of our grain crops, and fruit of different varieties could be utilized for this purpose. In the case of potatoes or fruit, that which was spoiled for table use could be used to the most profitable advantage in making alcohol. The removal of the tax would create a better market for all farm products from which alcohol can be made, thus bringing greater prosperity to the farmers.

The removal of this tax in the United States places Canadian manufacturers of internal combustion motors at a tremendous disadvantage in competition with their competitors of the States. Our manufacturers should be on the same footing with them if our greatest progress is to be made. For this reason, if none other, the tax should be removed in this country.

The matter rests with our legislators, and this is something to which they cannot afford to turn a deaf ear, though here it will undoubtedly be as strenuously combatted by those interests opposed to its enactment as it was in Congress. Every boost that the dealer can give to free alcohol means for his own benefit in the future. It is a subject that is more closely allied to the interests of the dealer as well as to those of the whole country than many imagine.

New Post Offices.

The following post offices opened for business June 1st: Bruno, Sask.; Govan, Sask.; Last Mountain, Sask.; Strongfield, Sask.; and Sleeman, Ont.

The name of McKenzieville P. O., Man., is changed to Oberon and Westwood P. O., Man., to Wheatland, Man.

Personals.

Mr. J. A. Brandon has opened an implement warehouse at Hitchcock, Sask.

Wolsey & Breeze is the name of a new implement firm that recently opened up at Estevan, Sask.

Mr. James Robinson is the name of a new beginner in the implement and vehicle business at Fillmore, Sask.

Mr. S. D. Poole, Mechanical Superintendent of Deere & Co., Moline, Ill., was the guest of the Fairchild Co. recently.

Mr. Geo. Spearman, implement dealer at La Raviere, Man., recently sold out. The name of his successor has not yet been received.

Mr. Anderson, of Anderson & Co, St. Paul, Minn., manufacturers of grain tanks, bob sleighs, etc., was in the city for a few days about the end of May.

Mr. John Herron, Manager of the Waterloo Mfg. Co., of this city, returned to the office from a Western trip in the interests of his company a short time ago.

A. E. Steele & Co., implement and lumber dealers at Antler, Sask., recently sold out their lumber business to Mr. X. Dumonceau.

Mr. F. Chapin, implement and lumber dealer at Hartney, Man., disposed of his lumber stock and sheds to the Prairie Lumber Co. and the Hartney Mfg. Co. a short time ago.

Mr. H. B. Callander, manager of the Louden Hardware Specialty Co., of Guelph, Ont., was in Winnipeg during the end of May visiting the local branch of his company.

Mr. J. J. Owens, of the firm of Owens & Co., Minneapolis, manufacturers of fanning mills, etc., visited Winnipeg with a view to looking into general conditions in this territory.

Mr. C. H. Whittaker, Manager of the Massey Harris Co., of this city, accompanied by Mrs. Whittaker, recently left on a visit to friends in the East. Mr. Whittaker expected to be absent about two weeks or so.

Messrs. C. A. Polson and Rossholt, of the Twin City Separator Co., Minneapolis, Minn., was in the city during the closing days of May visiting the Dow Wadge Implement Co., manufacturers of Hero grain separators.

The Canada Carriage Co., of Brockville, Ont., it is understood, have completed plans for the erection of a three storey building in connection with their already large plant. This structure will cost $20,000.

The Northern Iron Works recently purchased twenty-seven acres of most desirable property for manufacturing purposes in Louise Bridge, upon which it is their intention to begin the construction of an up-to-date foundry and iron works.

Mr. Geo. Wedlake, Mechanical Superintendent and Mr. J. A. Wedlake, Mechanical Expert of the Cockshutt Plow Co., of Brantford, Ont., recently spent some time in the West, looking into conditions affecting their line in this territory.

The Canadian McVicker Engine Co., of Galt, Ont., was recently granted incorporation by the Ontario Government for the manufacture of gas and gasoline engines, and have commenced the construction of three large buildings at that place.

Mr. F. E. Kenaston, President of the American-Abell Co., whose headquarters are at Hopkins, Minn., was in the city for a few days a short time ago, visiting the Winnipeg branch of the company and attending to other interests he has in the city.

A concern to be known as the Lawrie Wagon & Carriage Co., was recently granted articles of incorporation for the purpose of manufacturing and dealing in all classes of vehicles. The capital stock of this compny is $20,000, and Winnipeg will be their headquarters.

Mr. A. E. Mott, manager of the Cockshutt Plow Co., of this city, has just returned from an extended tour of inspection of the Regina and Calgary branches of the company. He was accompanied by Mr. Geo. Wedlake, Assistant Manager of the company at Brantford, Ont., who had his youngest son along with him.

We have been notified by Mr. B. F. Lloyd, of Wawanesa, Man., inventor of Lloyd's Handy Wagon Seat, that he has formed a joint stock company for the purpose of manufacturing this seat. This company will be known as the Wawanesa Wagon Seat Co. Note their advertisement for particulars regarding this seat.

Mr. H. W. Hutchison, President and Manager of the Fairchild Co., of this city, recently left on a trip to manufacturers in the South and East for the purpose of looking over stocks and placing estimates for future trade. During his absence he will combine pleasure with business, and will attend the golden wedding of his parents, who reside at Listowel, Ont. At that time the first reunion in eighteen years of the Hutchison family will take place. He will be absent several weeks.

Mr. J. P. Miller, the popular and well-known agent for Massey-Harris Co., at Osler, has severed his connection with that company, June 1st, and has taken over the management of Miller, Janzen & Co's., new large warehouse at Warman, which they have erected for storage and transfer purposes. A member of this company, writing us, says: "Local dealers note this undertaking with pleasure, as a reliable storage and forwarding company is much needed at Osler."

Mr. D. H. Watson, Assistant Manager of the Balfour Implement Co., of this city, recently returned to the office from an extended trip throughout northern Saskatchewan. He reports first class business as the result of his tour, and stated that settlers are going into that territory at a tremendous rate. Owing to this state of affairs he said it was with the greatest difficulty a traveller could secure sleeping accommodation. While away he stopped off at the following principal points: Craik, Hanley, Saskatoon, Davidson, Prince Albert and Battleford.

During the past month Miss B. McFarlane, a member of the stenographic department of the Ontario Wind Engine & Pump Co., of this city, was the recipient of a very handsome ladies' oak writing desk on the occasion of her retirement from the services of this concern. Miss McFarlane was connected with this company ever since they opened their Winnipeg branch and was exceedingly popular and highly thought of by the management and the other members of the staff. The presentation took place at the home of the manager, Mr. J. M. Reid.

The firm of D. Ackland & Sons, hardwood lumber dealers, manufacturers of wagon parts, etc., of this city, recently acquired 6,000 square feet of ground adjoining their present property on Higgins Avenue, East. It is their intention to immediately commence the erection of an up-to-date factory. This will be 60 x 120 feet, two storeys high with solid brick walls. When finished it will be equipped with the latest and most modern wood-working machinery, which will place the company in the most advantageous position with regard to meeting the demands of their rapidly increasing business.

A Change in the Stewart-Nelson Co.

Just as we go to press, we learn of a change that has taken place in the personnel of the Stewart-Nelson Co., of this city, Mr. A. M. Stewart having retired. Mr. I. C. Nelson is now president of this concern, and has associated with him Mr. P. W. L. Briar, as Secretary-Treasurer.

There is no necessity for our introducing Mr. Nelson to members of the implement fraternity of the West. To almost all dealers in the three prairie provinces and British Columbia he is well and favorably known. Mr. Briar is a later addition to the ranks of Winnipeg jobbers, but he is not by any means a novice in the implement and machinery business, having been for many years identified with the Wilkinson Plough Co., and the Toronto Pressed Steel Co., of Toronto, Ont. Since the beginning of the year he has been a resident of this city, coming here as representative of the Toronto Pressed Steel Co., during which short period he has made many fast friends.

It is the intention of this concern to carry a complete stock of plows, wagons, etc., and they purpose going after a share of the implement and vehicle business of the West in the most energetic fashion. A fuller announcement will be made by the company at a later date.

Positively Refused.

The Widow—Now, gittin' right down teh cold, hahd facts, Mose, what am yo' prospec's?

The Suitor—Mah dea, I's got a good job as manageh ob a laundry in sight.

The Widow—Well, yo' want teh git dat out ob sight an' fo'get it. Mah last husband had dat same hallucination, but de lady who promised teh lub, honeh an' obey him pos'tively refused teh be de laundry.

Edmonton.

Mr. John Kay has taken a position with The Bellamy Coy. as Salesman.

The crop outlook is very promising. The farmers are jubilant over the prospects for a bumper yield.

Mr. J. A. Brookbank, Manager for the International Harvester Co. at Calgary, paid a visit to the capital a short while ago.

Messrs. Kelly and Beals report business good. They have just received a shipment of over 100 Sharples Cream Separators. This speaks well for the Dairying Industry in this district.

Messrs. Manuel & Corriveau have been doing a good business in

BISSELL'S THE DISK THE FARMERS WANT

Sizes for 2, 3, and 4 Horses

The only Disk that does **twice the work** while half easier on horses—a **record not equalled** by anything else built for cultivating. **A success** for making **seed bed** on **breaking.** For **summer fallows** or **stubble fields** after harvest. Look for the name **"BISSELL,"** none genuine without it. For sale by Agents. Full particulars free about this Disk. See samples with

Jos. Maw & Co., Ltd., Winnipeg, Man.

WESTERN AGENTS.

MANUFACTURED BY—

T. E. BISSELL, ELORA, ONT.

Automobiles this spring. They have greatly enlarged their premises by remodelling part of the Hutton barn.

Mr. Boyce, who has been with the International Harvester Co. for several years, has taken a position with the Cockshutt Plow Co. as traveller, succeeding Mr. Jas. Latimer. We wish him success in his new field.

Mr. James Latimer, who has been travelling up here for a number of years in the interests of the Cockshutt Plow Co., will now devote his time and attention to the Calgary branch of the Company's business. He will also look after the B. C. trade.

Mr. Geo. Wedlake, Assistant Manager for The Cockshutt Plow Co., at Brantford, accompanied by Mr. A. E. Mott, Manager at Winnipeg, spent a few days in the capital recently. They were both greatly impressed with Edmonton's prospects for a large city, and returned East by way of the C.N.R., intending to stop off at Battleford and a few other points.

Mr. A. J. Walker, who represented the International Harvester Co. here for the past three years, has moved to Vegreville, and will devote his attention to the real estate busiuess. It was with regret that the implement dealers of Edmonton saw him take his departure, as his cheerful manner and good suggestions were always highly prized. We wish him every success in his new field.

"Improvement of Advertising."

Speaking before six hundred guests, comprising manufacturers, railroad men, advertisers, newspaper publishers, and others, at the annual dinner given by White's Class Advertising Co., Mr. J. M. Marley, Advertising Manager of Deere & Company, Moline, Ill., gave a brief but pointed address on the subject of "Improvement in Advertising." Across the line Mr. Marley is in the vanguard of the advertising profession and is recognized as one of the leaders in matters pertaining to profitable publicity. In the course of his remarks on the above occasion he said in part as follows:

"Improvement of Advertising." This is a proposition as broad as the universe. Many of us have spent a life-time wrestling with it and are no nearer the finish than we were at the beginning. You can always improve your advertising.

If you are putting out a cheap catalogue, you can improve your advertising by getting out a better one. Use good paper, the best illustrations money will buy. Your cuts represent your goods. Your catalogue is your silent salesman.

There are two cardinal principles, in my judgment, which we cannot get away from in the consideration of good advertising—the business-pulling, profit-yielding kind. First—a liberal use of the trade paper. Second—a liberal use of the farm paper.

Make the dealer as familiar with the name of your line as you are yourself. Put him in a frame of mind so that your salesman will not have to explain who you are and where you hail from.

But don't try to crowd a whole catalogue into a trade paper advertisement. If you do, it will fail in its mission. What you want is something unique, something attractive, something that will arrest the eye at a glance. It should be brief and snappy. Something that will sink into the dealer's mind. It should emphasize the fact that your line is a seller, that it possesses quality not to be found in other goods, etc.

But when your selling season ends and your contracts are made with the local dealer, your responsibility as a successful advertising manager has only begun. When your output is sold to a dealer your goods are only half sold. They are only placed in a channel which leads to the consumer. You must help him unload and pave the way for a larger business next year.

How are you going to interest the farmer? The best and cheapest way to do this is through the farm paper. Here you can go into more detail in your advertising. The farmer has time to read, and wants the particulars.

Your farm paper advertisements should bear the ear-marks of truthfulness and sincerity, and they will carry conviction. They will bring you returns.

Money cannot be spent in advertising in a wiser or more profitable direction, in my judgment, than through the farm paper.

For after all is said and done we all lean on the farmer, and there is no better way to get next to him, to lead him to the threshold of your local dealer, to load one of your implements into his wagon, than through the influence of his family paper.

"One point which this old, gray world has as yet failed to learn is that truth is infinitely better than falsehood."

"Men Who Demand the Best."

The above is the title of a neat folder recently issued by the De Laval Separator Co., giving the names and occupations of a few of the many prominent users of the De Laval Cream Separators. This company will be pleased to mail a copy of this folder together with one of their latest catalogues containing full information regarding their machines to any dealer making application for same. Kindly mention Canadian Farm Implements when writing.

Some International Winnings.

At the Port Elizabeth Exhibition, held at Port Elizabeth, South Africa, from the 4th to the 6th of April, the International Harvester Company of America succeeded in carrying off nineteen premiums offered in the farm machinery section. First prizes were secured on the following lines: Osborne vertical lift mowers, disk harrows, spring tooth harrows, No. 5 horse hoe cultivators and McCormick Daisy reapers. McCormick mowers were awarded first prize at the Bloemfontein show.

People have no faith in the man who has no faith in himself.

A HELP TO DEALERS!

Cater's New Catalogue

ON PUMPS, WINDMILLS, GASOLINE ENGINES, Etc.

Send us your Name and Address and we will send you a copy.

Brandon Pump & Windmill Works,

Box 410 BRANDON, MAN.

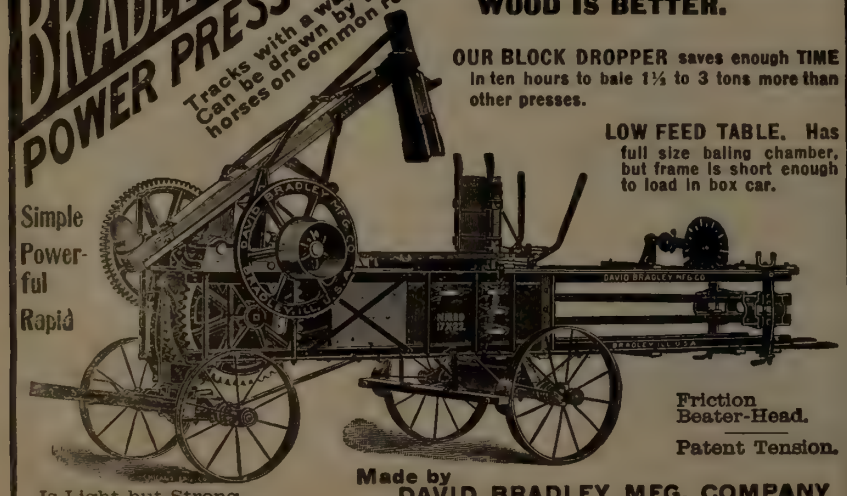
BRADLEY POWER PRESS

Tracks with a wagon. Can be drawn by two horses on common roads.

ALL STEEL EXCEPT WHERE WOOD IS BETTER.

OUR BLOCK DROPPER saves enough TIME in ten hours to bale 1½ to 3 tons more than other presses.

LOW FEED TABLE. Has full size baling chamber, but frame is short enough to load in box car.



Simple Powerful Rapid

Friction Beater-Head.

Patent Tension.

Is Light but Strong.

Send for Circular

Made by DAVID BRADLEY MFG. COMPANY 223 JAS. ST., WINNIPEG, MAN.

LLOYD'S

Handy Low Down Suspension Wagon Spring Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your Supply of Wagons short Seats, and give this Seat a Trial.

Read what a Dealer says:

Heward, Sask., January 31st, 1906.

In regard to the Handy Wagon Seats purchased from you would say that they have given us the greatest satisfaction. Customers to whom we have sold this seat are perfectly satisfied and say it is in every way superior to the old style seat. We shall be only too pleased to answer any enquiries regarding this matter, as we believe this will replace the old style seat,

Yours truly, NAISMITH BROS.

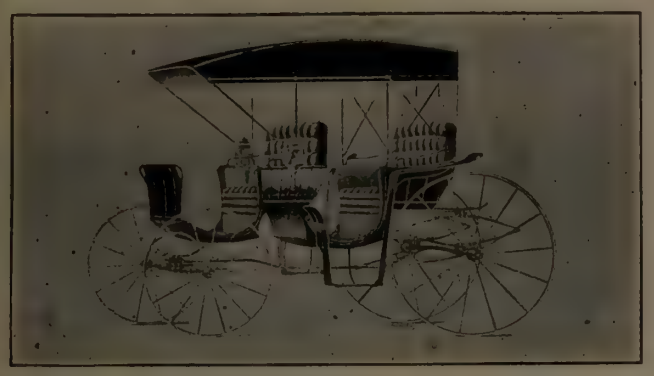
AGENTS WANTED

Write for Quotations at once to

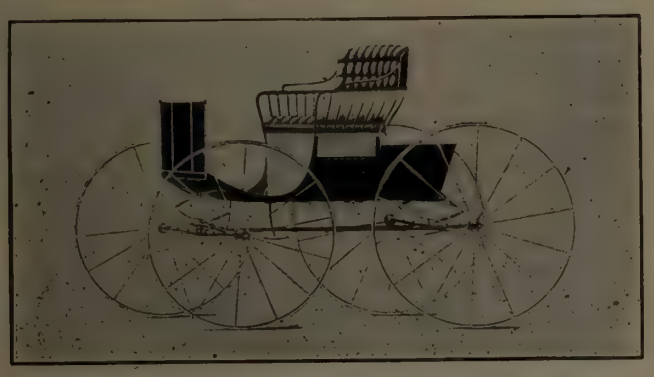
Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

The Fairchild Buggy Proposition



FAMILY SURREY



GENT'S ROAD WAGON

Every Style of Carriage for Merchant, Gentleman or Farmer we Carry in Stock.

All shown in a Special Catalogue to be had for the asking.

IS AN INVITING ONE

The Range of Styles
The Quality of Materials
The Finish
are Correct and Pleasing
and the

Price

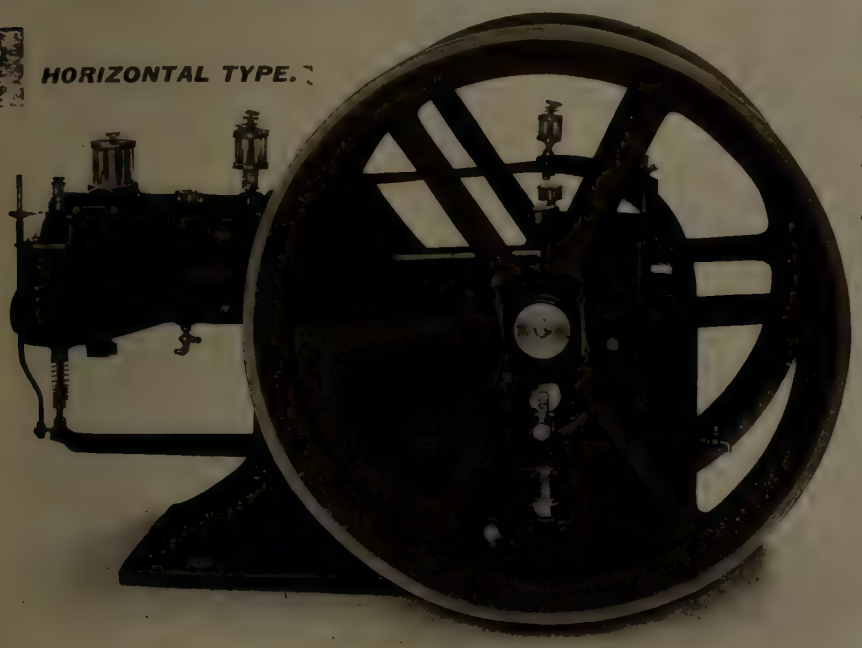
is in Keeping with the Goods Furnished.

WRITE US.

The Fairchild Company, Limited - Winnipeg.

BRANDON GASOLINE ENGINES

HORIZONTAL TYPE.



Where quality is essential, and reliability is demanded the BRANDON commands the trade.

They are neat and compact in design embodying strength and utility and contain the latest improvements for securing the greatest economy in fuel consumption.

By means of a thumb-screw the speed of the Brandon Engines can be changed over 50 per cent, while in operation, this is a feature not found in other makes.

Each Engine is thoroughly tested and operated with full load before leaving our works and a record kept of its performance and a copy furnished the purchaser.

Remember three superior points of merit:

EFFICIENCY
RELIABILITY
DURABILITY

These mean profit to the purchaser and success to the makers.

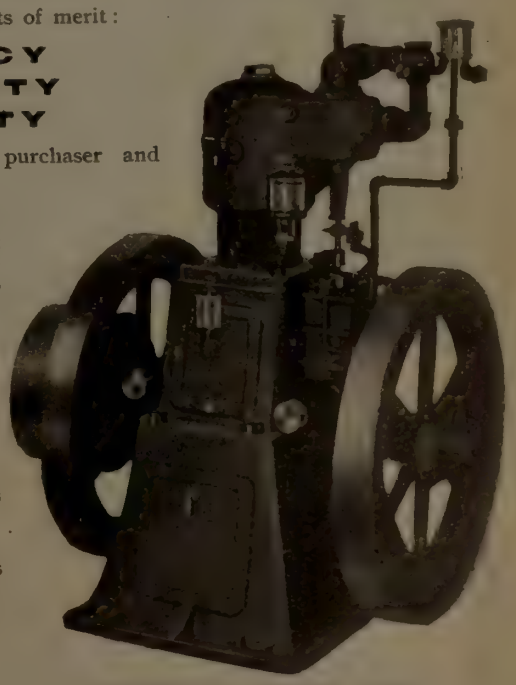
When you buy a Brandon you get the best Engine on the market with the maker's guarantee and we are responsible, and on the spot to back it up.

Why run chances on a foreign make?

You know where the Brandon is made.

Do you know where the others are?

Write us for trade discounts and full particulars.



STATIONARY VERTICAL TYPE.

Some of the Lines we Manufacture and Handle:

WELL BORING MACHINERY,
GRAIN GRINDERS,
TRIP HAMMERS,
EMERY WHEEL STANDS,
STEEL BLOWERS AND FORGES,
SAWING MACHINES,
FANNING MILLS,
PILE DRIVERS,
IRON AND WOOD SPLIT PULLEYS,
SHAFTINGS, HANGERS AND COUPLINGS,
GENERAL MACHINERY SUPPLIES.

THE BRANDON MACHINE WORKS CO., Ltd.

BRANDON, MAN.

Free Alcohol Bill Passes the United States Senate.

By a large majority the tax-free alcohol bill passed the United States Senate on Thursday, May 24th. Under the terms of this measure it is provided that beginning with January 1st, 1907, domestic alcohol, of such degree of proof as may be prescribed by the internal revenue commissioner, may be withdrawn from bond free of the internal revenue tax for use in the arts and industries, and for fuel, light and power; providing that said alcohol shall have been mixed in the presence and under the direction of an authorized Government officer with such denaturizing materials as will effectually destroy its character as a beverage and render it unfit for liquid medicinal purposes.

An Exhibit for Dominion Fair.

The Department of Agriculture for the Province of Saskatchewan has decided to make an exhibit of the products and resources of that province at the Dominion Exhibition, to be held in Halifax, N. S., the last week in September and the first week in October this year.

Calgary.

Mr. F. W. Kent, of the Northwest Thresher Co., has visited the city a couple of times during the past month.

Mr. Colin McCreary, of the De Laval Cream Separator Co., spent a few of the rainy days in the city a short time ago.

Mr. James Latimer, of the Cockshutt Plow Co., is at present on a business trip to British Columbia points.

Mr. O. W. Hembling, one of Didsbury's prominent implement agents, visited Calgary a short time ago, on his return from a trip up the Crow's Nest line.

Mr. R. C. Switzer, representing the Waterous Engine Works Co., visited Calgary recently. His company has sold the city several machines for use on the streets.

Mr. W. Scott, for the past three years General Agent for the Melotte Cream Separator Co., in Alberta, has severed his connection with that firm to open up in the real estate business here.

Mr. J. P. Minhinnick, of the Frost and Wood Co., has returned after a protracted trip North, which included visits to Edmonton, Wetaskiwin, and intervening points, and also as far East as Vegreville.

Mr. W. G. Hunt, manager of The Massey Harris Co., spent several days in the North country in the interests of his firm recently. He was as far north as Edmonton, and east of there on the C. N. R. as far as Vegreville.

Mr. Jas. M. Martin, of Airdrie, and P. R. Chatham, of Stettler, were visitors in the city during the month, and both report an excellent business at their respective towns. Stettler, in particular, seems to be one of the busiest towns in Alberta.

Mr. H. A. Dunn, of The Fairchild Co., spent a week in the North during the month. He reports business good and prospects excellent. Since his return he was confined to his bed for a couple of days, but we are pleased to say he has now fully recovered.

The Chapin Co., better known as Chapin Bros., have opened up in their new offices in the Alberta Block, First Street, West, and have now one of the most comfortable and convenient offices in the city. They are well pleased with the sales of the Avery and Port Huron lines up to date.

The following is a clipping from the "Innisfail Province":—

"Miss Lou Wilson, a popular Innisfail young lady, was quietly married at Calgary to Mr. R. McCutchen, agent for the Massey-Harris, at Red Deer." We wish Mr. and Mrs. McCutchen every prosperity in their journey through life together.

A special meeting of the Alberta Wholesale Implement and Carriage Association was held in the offices of the Massey-Harris Co., on May 19th, with the President, Mr. H. W. White, in the chair. The following firms were represented: Moline Plow Co., Cockshutt Plow Co., The Frost and Wood Co., Ltd., Massey-Harris Co., International Harvester Co., J. I. Case Co., The Chapin Co. In the absence of H. A. Dunn, the secretary's chair was occupied by Mr. W. E. Hall. The main object of the meeting was to adopt a constitution and by-laws. A copy of those lately adopted by the Winnipeg Association was at hand, and, after a careful reading and thorough discussion of them, they were adopted in full, with a few minor alterations, which were necessary to suit this Association. The first Saturday in each month was selected as the regular meeting night of this Association. Under the new rules, the office of Secretary and Treasurer are made separate. The present Secretary, Mr. H. A. Dunn, was asked to continue in that office, and Mr. J. Latimer was elected to the office of Treasurer. Considerable regret was expressed that the proposed lien law had not been taken up at the past session of the Legislature, however, there was good assurance that it would be taken up early at the next session.

Mr. W. G. Fowler, representative of The Winnipeg Rubber Co. waited on the meeting in the interests of the Calgary Fair management, to ask the co-operation of the implement houses, and particularly to request that the different firms be represented by exhibits on the grounds provided that suitable accomodation be supplied. However, as those present had not the power to make this agreement the matter was left in abeyance.

"Associate with men of good judgment, for judgment is found in conversation, and we make another man's judgment ours by frequenting his company."—*Fuller.*

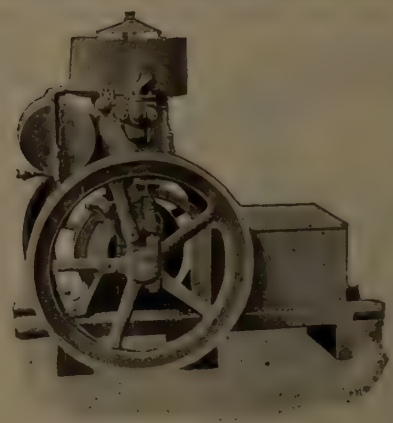
THE MANITOBA LINE

FOR

PROFIT
PROGRESS
PERFECTION

THE "MANITOBA"
is the most scientifically designed Mill the world has yet produced. Specially constructed to meet Western Requirements

It will pay you to get our Proposition before Contracting for 1906



The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

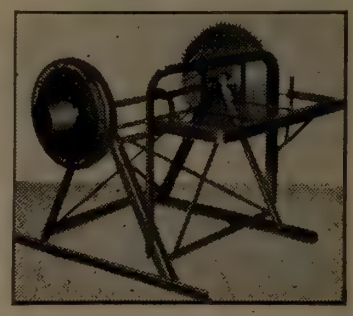
The Famous "MANITOBA" Pumps known and recognised throughout the West as the "Standard of Excellence."

WE PROTECT THE TRADE

We manufacture the Daisy Hayes double cylinder force pump in black and galvanized.

We are located in the West. Prompt Delivery. Cheap and Quick Repairs.

WRITE FOR CATALOGUES

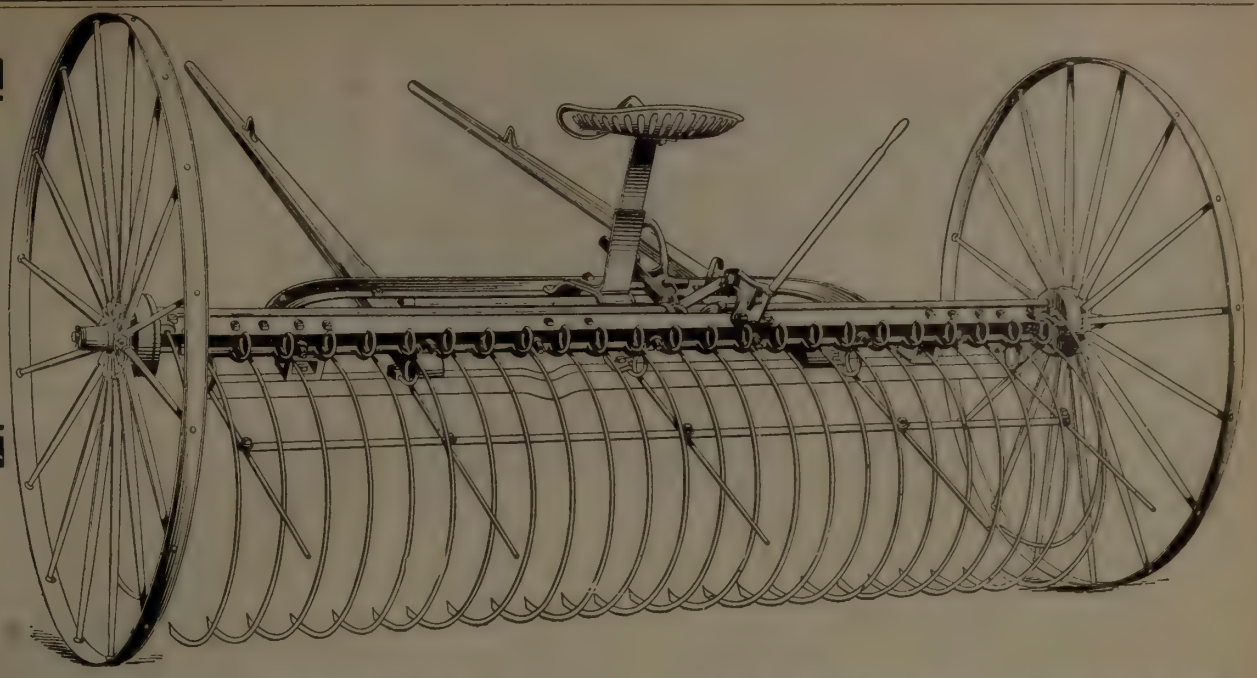


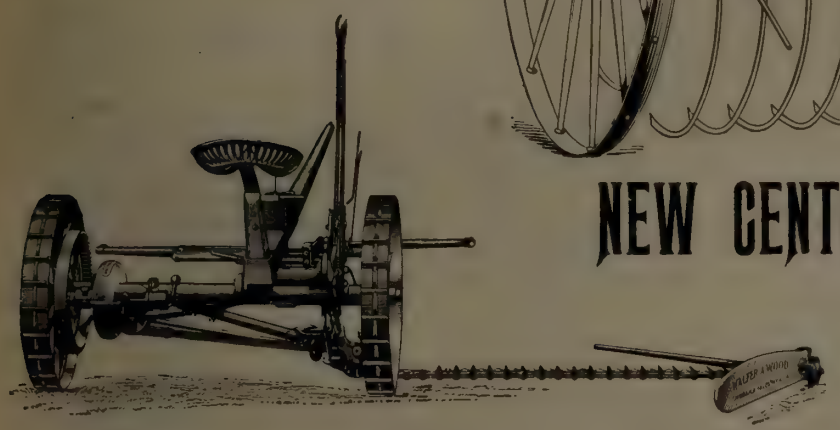
"MANITOBA"
Steel Frame Saw. Absolutely all Steel.

The Manitoba Windmill and Pump Co., Ltd.

Box 301. BRANDON, Man, Manufacturers.

PLACE YOUR ORDERS NOW!





NEW CENTURY LINE OF HAY-MAKING MACHINERY

MANUFACTURED BY

THE WALTER A. WOOD M. & R. M. CO.,

HOOSICK FALLS, N.Y.

SOLD BY

Office and Showroom: *Market Square*

The Balfour Implement Co., Limited, WINNIPEG, MANITOBA

FOR SELLER OR BUYER

American-Abell Outfits are the Best.

THRESHING SCENE ON WESTERN PLAIN—AN AMERICAN-ABELL OUTFIT ON THE FARM OF MR. JESSE DOAN.

American-Abell Outfits make EASY MONEY and EASY WORK.

A "STANDARD OUTFIT" is our 22 h.p. Simple Engine, 36 x 56 Separator, Feeder, Blower, and Perfection Weigher.

An Outfit that will give satisfaction ANY TIME and ALL THE TIME.

AMERICAN-ABELL ENGINE AND THRESHER CO., LIMITED,

TORONTO WINNIPEG REGINA

Regina.

Mr. F. J. Grobb, of the Pioneer Lumber & Implement Co., Moose Jaw, spent a day or so in Regina recently looking up goods. He reports his firm doing a splendid business.

Mr. D. J. Taylor, manager for the Cockshutt Plow Co. here, brought his family from Winnipeg a short time ago and has taken up his permanent residence in this city.

Mr. Palmer, of the implement firm of Palmer & Clarke, Girvin, Sask., was in the city for a couple of days during the past month. He reports a brisk demand for all lines in the vicinity of Girvin.

Among the travellers who were in Regina during the closing days of May were the following gentlemen: A. A. Mumford, H. H. Kohlman, Chas. De Forge, Claude La Due and Frank Stevens.

Mr. Jos. Bunner has severed his connection with the Reeves Thresher Co., of this city, to go into the implement business for himself at Vermillion, Alta. He will be missed among the boys here.

Marshall & Boyd let the contract a short time ago for the erection of a large implement warehouse on South Railway Street. This was necessary in order to afford accommodation for their ever growing retail business.

Mr. Claude La Due recently returned from a trip throught Northern Saskatchewan. He reports it the most successful trip he has ever made. The demand for all lines, he states, is simply enormous. He felt particularly happy that he was in a position to supply the wants of his customers.

Mr. W. J. Bell, implement dealer at Saskatoon, was in the city recently, calling on several local jobbers. He reports business in first class shape in the vicinity of Saskatoon and says a large number of cash sales have transpired in that district this spring.

Mr. H. W. Hutchinson, President and Manager of the Fairchild Co., of Winnipeg, paid a visit to the local branch of his company on the 21st and 22nd of May. He was much pleased with the company's connection here and arrangements were concluded for the laying in of a large stock for future distribution from this point.

Since our last letter to you the farm implement trade appears to be in excellent condition throughout the entire Province. The rush that promised to swamp both jobbers and dealers alike, during April and May is over, and the trade is well satisfied with the results. Seeding throughout Saskatchewan is completed and there is an immense increase in the area under crop in comparison with the acreage of 1905.

Reid Bros., of the Regina Foundry & Iron Works, have already manufactured and sold twenty-seven steam plows; fifteen of these going to points in Alberta. This concern are to be commended for their energy and enterprise. They have spent a large amount of labor and money in bringing this plow through a series of most severe tests. These have proven the plow capable of giving every satisfaction and we believe its success is assured.

The Regina Implement Dealers' Association held a meeting on the 26th of May for the purpose of considering the Constitution and by-laws of the Association. The President, Mr. P. Cooper, was in the chair. Mr. A. E. Mott, Manager of the Cockshutt Plow Co., and President of the Winnipeg Wholesale Implement Association, was present and gave a short address containing much information of value to the new organization.

Mr. A. E. Mott, Manager of the Cockshutt Plow Co., Winnipeg, and Mr. G. Wedlake, Assistant Manager of the same company at Brantford, Ont., were here from the 23rd to the 26th of May in their firm's interests. The Cockshutt Co. are constructing a steam plow that is meeting with signal success in the West, and it was the desire of these gentlemen to see this soil turner at work on the prairie. Mr. Wedlake was accompanied by his son George, who is a plow designer in the employ of the Cockshutt Co.

Implement dealers were pleased to learn that Mr. Wm. Whyte, 2nd Vice President of the Canadian Pacific Railway, had stated that if Regina remained the capital of Saskatchewan he would connect this city with the Kirkella branch, via Craven. Now that the question of the capital is finally settled we expect that this line will be an assured fact. The construction of such a line means much to the members of the local trade as it will permit of shipments as far East as Tantallon and will also be a great source of economy in freight rates on B. C. lumber.

On the 23rd of May, the Legislature of the province of Saskatchewan, by a vote of twenty-two to two, decided to retain Regina as the capital of the Province. It is needless to say that there was much tooting of horns, clinking of glasses, and celebrations generally. While residents of this city and district felt confident that there would be no change in the seat of Government, still the numerous arguments and strenuous efforts put up by progressive towns situated elsewhere in the Povince to capture the prize caused not a little uneasiness. Now it is all over and we are IT.

A large and representative meeting of the wholesale implement dealers of the city was held in the office of the American-Abell Co., on May 12th. This meeting was called for the purpose of considering the advisability of forming an organization along the lines of the Winnipeg Wholesale Implement Association. After considerable discussion regarding matters connected with the aims and objects and constitution governing such an association, organization took place and the following officers were elected for the ensuing year: President, P. Cooper, Frost & Wood Co.; Vice President, L. T. McDonald, American-Abell Co.; second Vice President, Geo. Forsyth, Massey Harris Co.; and Secretary-Treasurer, F. Butler, J. I. Case Co. The following Executive Committee was also elected: D. A. McDonald; W. P. Wells, International Harvester Co.; J. Swanson, Reeves Thresher Co.; D. J. Taylor, Cockshutt Plow Co.; Geo. Hinchley, Waterloo Thresher Co.; and Mr. H. W. Laird, Regina Storage & Forwarding Co. Messrs. Wells and Laird of the above Committee and Mr. Thos. Wilkinson, of the Fairchild Co., were appointed as a committee on the Constitution.

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all.

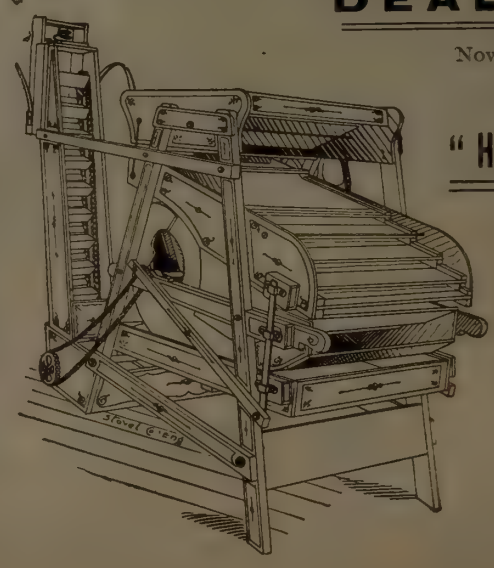
Yours for the asking.

Your attention is called to
NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

DEALERS



Now is the time to sell the

LATEST IMPROVED

"Hero" Grain Separator

Sold only by regular dealers. All orders and communications from your territory referred directly to you.
The "Hero" Grain Separator leads in the thoroughness of work, giving a complete separation of all kinds of grain the first time through. Sold with or without bagger. Size:—width, 2 ft. 4 in.; length, 3 ft. 9 in.; height, 4 ft. 2 in.; weight, 150 lbs.; Baggers, 30lbs.
Write us for full particulars, catalogues, etc
The "Hero" Grain Separator is fully covered by patents. Be careful of infringers. Buyers of infringing goods are equally liable with sellers.

MANUFACTURED BY
Dow-Wadge Implement Co., Ltd.
COR. C.P.R. and JACKSON AVE.
ELMWOOD, - WINNIPEG

ROUTE OF THE

North-Western Limited

THE SHORT LINE TO CHICAGO

ENTIRE DISTANCE

Minneapolis and St. Paul to Chicago

THE TRAIN FOR COMFORT

PROTECTED BY

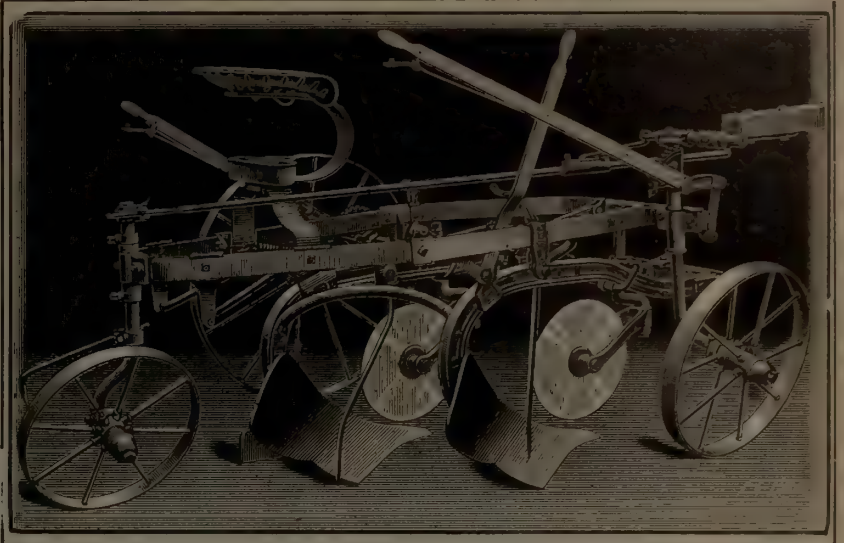
Block Signal System

Electric lighted throughout from engine to rear car.

GEO. A. LEE, General Agent
215 McDermot Ave.,
Winnipeg, Man.

Phone 1924.

CHICAGO



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

THE Frost & Wood Company LIMITED General Agents,

WINNIPEG - - REGINA - - CALGARY

THE

'NEW-WAY'

AIR-COOLED

Gasoline Engines

we have sold so far have given the purchasers GOOD SATISFACTION and our agents GOOD PROFITS.

DO YOU WANT A SELLING AGENCY FOR YOUR DISTRICT?

—THE—

COOPER GASOLINE ENGINE CO.

313 DONALD STREET,

WINNIPEG, MAN.

TO THE IMPLEMENT TRADE.

THEY SELL AND STAY SOLD.

Here are some lines you should handle.

LARGE PROFITS.
READY SALES.

The Norris Fosston Wind Stackers.
The Canadian Monarch Self Feeder.
The Chas. Closz adjustable Sieves & Chaffers.
Belt Guides, Oil Pumps, Thresher Water Tanks.
Special attention to repairing.
We have on hand a complete line of
Perfection Weigher Repairs, etc., etc.

Write to-day for Catalogue, Price Lists and terms to agents,

The Norris Implement Co., Ltd.,

WINNIPEG, MAN. REGINA, SASK.

A Winter Scene in Bradley Park.

On a clear, but cold morning early in February, when the ground was covered with its snowy mantle and the trees and shrubbery decorating the surrounding lawns and walks, were resplendent in their sparkling costumes of hoar frost, the excellent halftone engraving shown on this page was taken in Bradley Park, the home of the David Bradley Manufacturing Co., of Bradley, Ill., manufacturers of many celebrated lines of agricultural implements. The photographic artist was Mr. F. W. Bicknell, the enterprising advertising manager of the company, and a gentleman who has achieved an enviable reputation for the creditable work he has done with his camera.

The smoke and steam from the immense factories in combination with the beauties of nature, present a most attractive picture. Not only does it truly depict an ideal Northeastern Illinois winter day, but it portrays, in impressive style, the magnitude of the busy implement plant of the Bradley Co., at work under a full head of steam, turning out the immense volume of the company's agricultural tools, which have a world-wide reputation for quality, and which go into every known agricultural country.

The company reports a heavier business this season than for many years, and in order that the trade may not be kept waiting for orders, the factory is continuously at work night and day. Among the many lines manufactured by this concern are the well-known "Garden City Clipper" Plows, X-Ray Sulkies and Gangs, Bradley Horse and Engine Disk Plows, and Bradley Engine and Horse Power Hay Presses. The Bradley goods are making friends wherever they have been introduced, and the company states that the demand for their products is eclipsing all other previous records and that this immense sale is surprising even to themselves.

There is no question about the quality of Bradley goods. They are good goods, manufactured from the best material procurable by skilled workmen. The company's success is built on the foundation of quality and square dealing, two essential attributes to the success of any business.

They will be very pleased to hear from dealers interested in the handling of their line, or from farmers desirous of securing information regarding their various farm tools. All correspondence will be answered—no matter in what language it is written. All letters should be addressed to the David Bradley Manufacturing Co., McRae Building, Winnipeg, Man., or direct to the home office of the company at Bradley, Ill., U. S. A.

"Success" Manure Spreader

The Spreader that has behind it 28 years experience in Manure Spreader Construction, a most important point for the prospective buyer to consider.

The **"SUCCESS"** has a **Direct Chain Drive** which reduces the draft 25%. **the Apron** is returned automatically after the load is discharged, **the Rear Axle** is larger than all the others. **Change of Feed** is made by a single movement of one lever, **the Front Axle** is short making wheels standard width of wagon track, giving the horses perfect control of the tongue; **and Remember the "Success"** is the only Spreader with a **Beater Freeing Device.** The same lever which throws the machine in gear also frees the beater, shifting it back two inches from the load which insures an easy and safe start and dispenses with the cumbersome endboard. This is only one of the many points covered by patents controlled exclusively by the manufacturers of the **"SUCCESS."** Over 10,000 of these machines now in use and everyone of them giving perfect satisfaction.

DEALERS! IT WILL PAY YOU TO SECURE THE AGENCY NOW!

WRITE FOR OUR NEW CATATOGUE.

We Also Manufacture a Complete Line of

PLOWS, HARROWS, GRINDERS, Etc.

THE PARIS PLOW CO., LIMITED,

WINNIPEG, MANITOBA

Manure Spreaders a Profitable Line.

From the standpoint of profit to the nation "The Man with the Muck-Rake" is not a shadow in comparison with "The Man with the Modern Manure Spreader." The latter will generally be admitted of more importance to the country at large than the former, who, President Roosevelt says, is necessary to the welfare of the land as long as he adheres strictly to the truth in his campaign against corruption.

The farmer with the manure spreader is destined to become one of the most potential factors in the agricultural progress of this continent. Throughout the East, South, and largely in the West, the value of the manure spreader is being recognized and its sale is increasing very rapidly. In Western Canada, in the past, our farmers have been prone to look upon the soil as sufficiently rich and for that reason did not pay any attention to it. The same state of affairs pervails throughbut many of the newly settled portions of the country today.

In Manitoba there has been a growing demand for the manure spreader during the past four or five years, and the same condition will come to pass in Saskatchewan and Alberta within the next half decade or so.

Continual cropping, according to all authorities on agriculture, results in the impoverishment of the soil and it is compulsory that the farmer, in order to keep up the value of his soil must do something to maintain and increase its fertility. There has been much discussion as to the manner in which this fertility must be replaced, but experts agree that the most valuable material for this purpose is barn yard manure Every dealer knows that the manure produced upon the farm is one of its most important products.

One writer on this subject says: "Barn yard manure is very rich in nitrogen, potash and phosphoric acid, the three fertilizing constituents that produce the crop, and also containing a large amount of digested vegetable and animal waste, which, when distributed upon the land, increases the proportion of humus in the soil. Humus or vegetable mold is absolutely necessary to secure productiveness. It ventilates the soil, makes it porous, and like a sponge holds the water for feeding the plant root. The prosperity of the farm is so closely associated with humus, nitrogen, potash and phosphoric acid that where these or any of them are absent, profitable farming cannot be conducted. Barn yard manure is the only fertilizer which combines all of these constituents."

Now comes the question of the proper method of applying the manure. It is conceded that where manure is distributed by hand on the rich soil of this country it is liable to be more productive of harm than good for the following reasons: First, if a wet season prevails the small grain crop will lodge, the yield will be decreased and the quality lowered; and second, if it is left in lumps and chunks it cannot be assimilated by the soil and thus is not available for plant food. These conditions are produced because it is utterly impossible for the farmer to spread the manure evenly and finely on the land by hand. When this method is followed it means that from twenty to forty loads to the acre must be spread, whereas with the manure spreader the material, if it be well rotted, is distributed evenly and finely over the land and as little as three loads may be spread to the acre.

Dealers must become alive to the value of the spreader, and the possibilities of its sale . It is a line that will stand pushing and will prove profitable for anyone handling it. Numerous advertisements concerning manure spreaders appear in our paper from time to time. Any of these concerns will be pleased to send any dealer full information regarding their respective spreaders, and it will pay every dealer to investigate their different propositions.

MANURE SPREADERS

are just as necessary on new land as on old land if you wish to preserve the fertility of the soil.

The Western Farmer who realizes the fact ***NOW*** and buys a

GREAT WESTERN SPREADER

will be the successful farmer of the future.

30, 40, 50, 70 AND 100-BUS. MACHINES.

A FEW GREAT WESTERN POINTERS:

THE WHEELS TRACK
AN ENDLESS APRON
A NON-BUNCHABLE RAKE
ONLY 2 LEVERS TO OPERATE
HORSES HITCHED CLOSE
LOAD EVENLY BALANCED

And the whole machine is simply but strongly constructed and easy to operate.

IT RUNS ONE HORSE LIGHTER IN DRAFT THAN ANY OTHER SPREADER.

The Wilkinson Plough Co., Limited

TORONTO

The Stewart-Nelson Co., Ltd., Winnipeg

AGENTS

"Farm Science." Get It.

We recently received from the International Harvester Co. of America, a little volume entitled "Farm Science." This has been compiled for the particular purpose of assisting agriculturists in the work of farm management. In it there appears eight articles, each from the pen of a noted authority in his respective field of research. The topics dealt with cover a wide range of thought, and deal with every branch and phase of modern agriculture.

The following is a list of subjects and author of each: "Alfalfa Culture" by Joseph E. Wing of Mechanicsburg, O., a recognized authority on agricultural matters; "Modern Corn Culture" by P. G. Holden, Professor of Agronomy, Iowa Agricultural College; "Best Methods in Seeding" by Waldo F. Brown, the author of several agricultural works; "Small Grain Growing" by Hon. W. M. Hays, Assistant Secretary of Agriculture for the United States; "Profitable Hay Making" by Prof. Thomas Shaw, a prominent agricultural authority well-known in Western Canada; "Up-to-date Dairying" by Clinton D. Smith, Director Michigan Experiment Station; "Increasing Fertility" by Cyril G. Hopkins, Professor of Agronomy and Chemistry, Illinois College of Agriculture; and "Power on the Farm" by Fred R. Crane, Professor of Farm Mechanics, Illinois College of Agriculture.

In connection with the distribution of this excellent little treatise on matters agricultural, Mr. L. C. Hazlett, Manager of the Winnipeg branch of the International Harvester Co., recently informed us that they will mail a copy of this little volume to every one who makes application for same, providing six cents in stamps is enclosed to cover postage. Dealers will find many things in "Farm Science" that will be of interest and value, and it will be to the advantage of every man in the trade to advise his farmer customers to secure a copy of this little publication. Don't forget when writing for "Farm Science" to mention Canadian Farm Implements, and address all letters to the International Harvester Co., Winnipeg, Man.

Distributing Agency for Alberta and British Columbia.

Members of the trade generally, but particularly dealers in Alberta and British Columbia, will be glad to hear of the establishment of a wholesale distributing agency at Calgary, Alta., by the Manitoba Windmill and Pump Co., of Brandon, Man. They recently completed arrangements with the Uneeda Supply Co., of that city, to handle the "Manitoba" lines and to act as their agents in these two provinces. This step was necessitated by the tremendous increase in the demand for the products of the Manitoba Windmill & Pump Co., and the move will undoubtedly be highly appreciated by the implement men of Sunny Alberta and the Province beyond the Rockies. In a recent letter to us, the management of this progressive company says: "During these past three years we have pushed ahead at a wonderful pace. It is useless for anyone to think that our lines cannot be manufactured successfully in the West Our business has trebled during the past two years and we trust it will treble again during the next two." This energetic concern will undoubtedly put forth every effort to achieve this end.

NORTHERN PACIFIC
YELLOWSTONE PARK LINE

$60.00 Round Trip

ALL NORTH PACIFIC
COAST CITIES

On Sale June 1st to Sept. 15th.
Limit, Oct. 31st, 1906.

STOP-OVERS.

Tourist Rates to all Summer Resorts from June 1st.

FAST FREIGHT LINE.

Route all your Freight care NORTHERN PACIFIC at St Paul or Duluth.

H. SWINFORD, General Agent,
R. CREELMAN, Ticket Agent,
341 MAIN STREET, WINNIPEG

GREAT NORTHERN RAILWAY

THE WINNIPEG LIMITED

To St. Paul and Minneapolis

The directness of the route—the fast time—the excellence of the train, combine to make the journey a pleasant and delightful one.

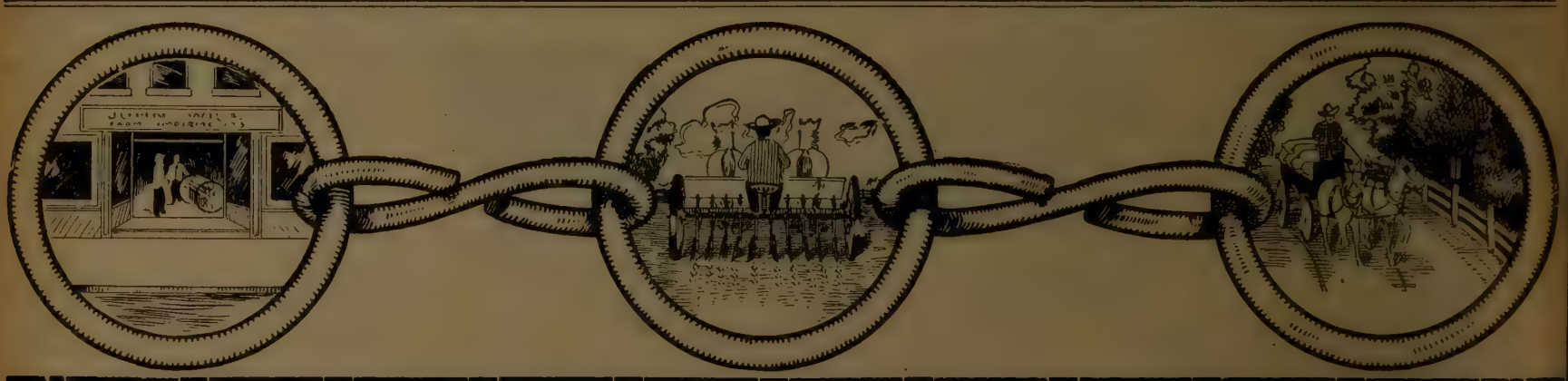
Comfortable Day Coaches — palace sleeping cars, dining cars, compartment, library observation cars.

Leaves C.N.R. Depot, Winnipeg, daily 5-20 p.m.;

Connection is made with all lines east and south from St. Paul.

S.S "Dakota" sails from Seattle for the Orient June 7.
S.S. "Minnesota" sails from Seattle for the Orient July 25.
S.S. "Dakota" sails from Seattle for the Orient Sept. 2nd.

R. J. SMITH, D. F. & P. A.,
447 Main Street, Winnipeg. Phone 195



HOOSIER GRAIN DRILLS

The Hoosier Low-Down Press Drill always gives perfect satisfaction.

We also make Hoosier Double Disc and Shoe Drills.

We make a Special Hoosier Single Disc Drill to meet the requirements of the farmers of the great Northwest. It is constructed upon the "zig-zag" closed delivery" principle, and will not clog in mud or trash. Its grain feed is positive and accurate and will sow any and all kinds of seed perfectly. It is as strong as steel and malleable iron can make a drill. It has duplex "chilled" bearings, is wonderfully light draft and free from neck weight. The Hoosier is easy on both man and team.

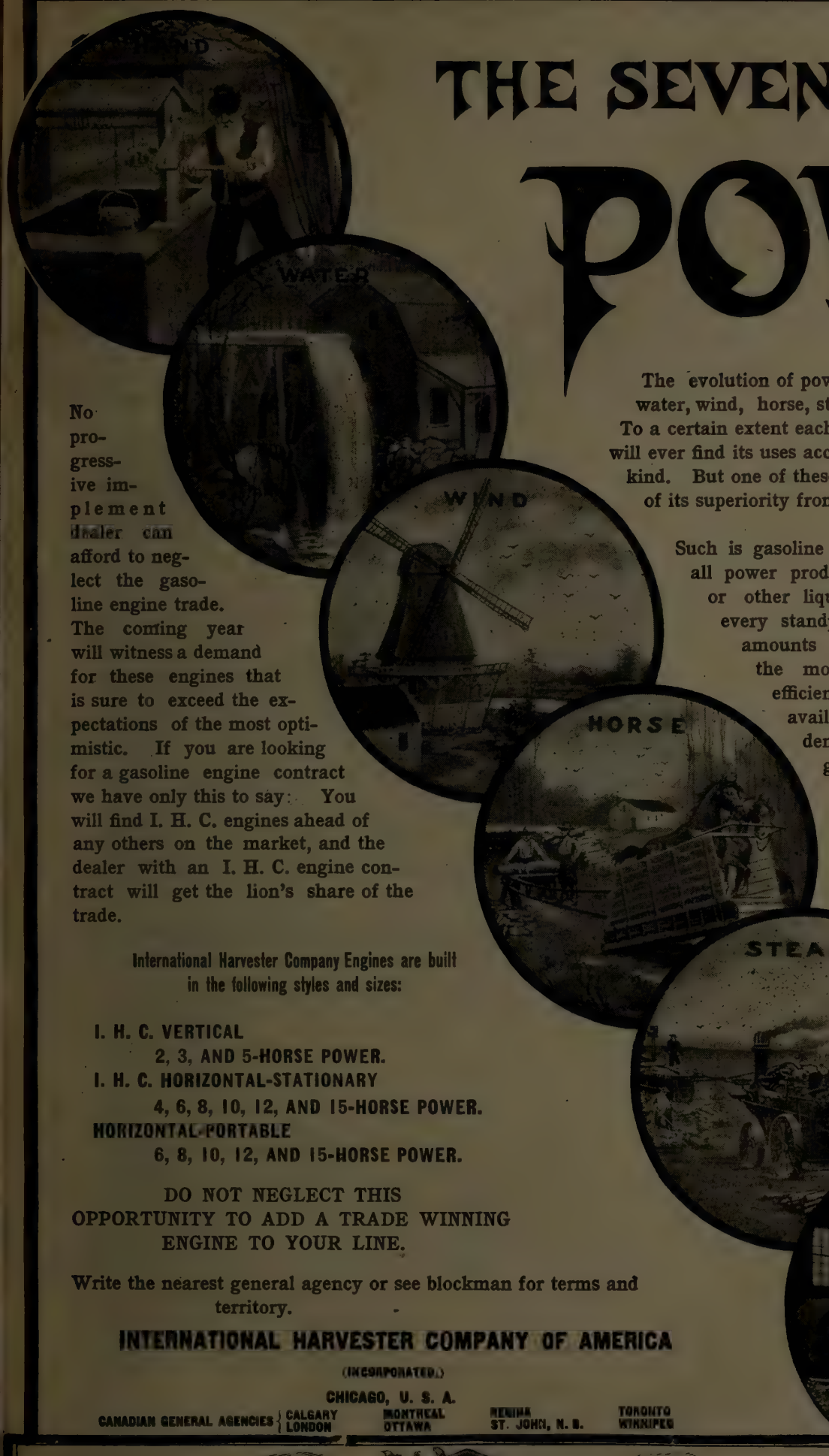
Send for Catalogue and Prices.

AMERICAN SEEDING MACHINE COMPANY,

CANADIAN DIVISION:

WINNIPEG, MANITOBA.

THE SEVEN AGES OF POWER



The evolution of power may be divided into seven ages — hand, water, wind, horse, steam, electric, and gas or gasoline power. To a certain extent each kind of power will prevail for all time, and will ever find its uses according to the needs and requirements of mankind. But one of these must inevitably gain the ascendency because of its superiority from a practical and economical standpoint.

Such is gasoline engine power, in which is included practically all power produced by engines using oil, gasoline, alcohol, or other liquid fuel for its generation. From almost every standpoint, so far as the user of power in moderate amounts is concerned, the gasoline engine is by far the most practical. It is economical, convenient, efficient, and reliable, more so than any other power available. The truth of these statements is demonstrated by the rapid introduction of the gasoline engine everywhere. Previous to the advent of the gasoline engine, farmers and other power users were obliged to rely upon hand, horse, wind, water or steam power, **all** of which are, in a manner, expens**ive** and unreliable.

With the advent of the gasoline engine, however, the power user has at his disposal the most practical and convenient power for all farm work. That he has not been slow to realize this is evidenced by the vast number of engines that are now in use.

No progressive implement dealer can afford to neglect the gasoline engine trade. The coming year will witness a demand for these engines that is sure to exceed the expectations of the most optimistic. If you are looking for a gasoline engine contract we have only this to say: You will find I. H. C. engines ahead of any others on the market, and the dealer with an I. H. C. engine contract will get the lion's share of the trade.

International Harvester Company Engines are built in the following styles and sizes:

I. H. C. VERTICAL
2, 3, AND 5-HORSE POWER.
I. H. C. HORIZONTAL-STATIONARY
4, 6, 8, 10, 12, AND 15-HORSE POWER.
HORIZONTAL-PORTABLE
6, 8, 10, 12, AND 15-HORSE POWER.

DO NOT NEGLECT THIS OPPORTUNITY TO ADD A TRADE WINNING ENGINE TO YOUR LINE.

Write the nearest general agency or see blockman for terms and territory.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

CANADIAN GENERAL AGENCIES { CALGARY, LONDON, MONTREAL, OTTAWA, REGINA, ST. JOHN, N. B., TORONTO, WINNIPEG

THE

Lorne Wagon

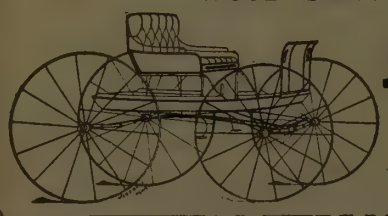
Is recognised as **a Leader** because it is made of **Good Material, Well Painted** and is **Easy Running**

OUR DISC PLOW

IS STILL TO THE FRONT

OUR OTHER LINES:

BRANTFORD CARRIAGES
OLDS, REO AND MARION AUTOMOBILES
BISSELL DISC HARROWS
SIMPLICITY GASOLINE ENGINES
GRAIN GRINDERS
WOOD SAWS AND PUMPS



Joseph Maw & Co.
LIMITED,
Winnipeg, Canada

WE HAVE

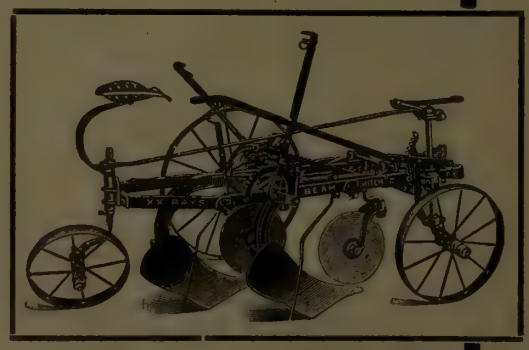
Just placed on the market our

XX RAYS BEAM HITCH GANG

Which is being extensively sold in this section. We have room for a few more good live agents. Call or write us to-day.

Many of our famous X and XX Rays Frame Hitch Sulkies and Gangs are in use in Northwestern Canada, but on account of the preference many farmers give to a Beam Hitch Plow we have produced their ideals in our

X RAYS
Beam Hitch
Sulky and
XX RAYS
Beam Hitch
Gang



XX RAYS BEAM HITCH GANG.

Same as XX Rays Frame Hitch with the exception of being a Beam Hitch Gang. Beams will stand hardest of plowing—will not bend. Foot-Lift. 1000-Mile Axles. Write for circular.

When at Winnipeg call at our Agency. If our goods are not sold near you, write for the agency at once. There's good money in it.

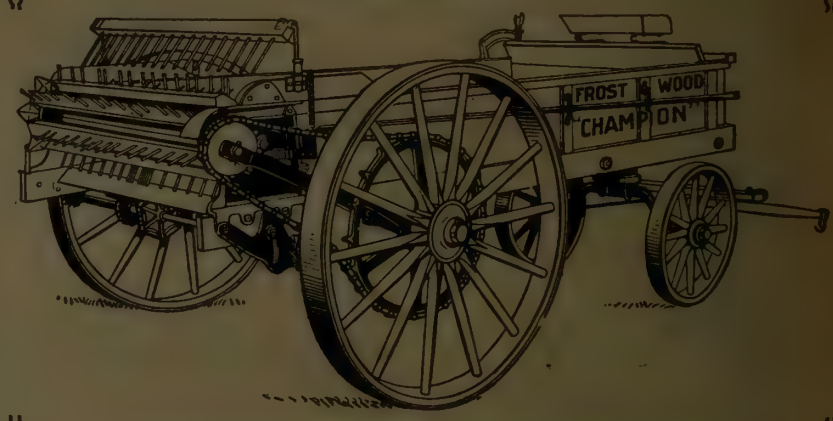
DAVID BRADLEY MFG. CO., WINNIPEG, MAN.

McRae Bldg., Cor. King and James Sts.

Home Office and Factory: BRADLEY, ILL., U.S.A.

"CHAMPION" Manure Spreaders

have proven their merit on the fields of Canada's best and most prosperous farmers. Every up-to-date farmer knows that a Manure Spreader is almost as indispensable to his farm equipment as any other piece of machinery that he owns. Those farmers who do not, as yet, believe this fact, are being taught. You see what a field there is for Spreader business.



THE "CHAMPION"

is not an experiment. It is a machine that has made for itself an enviable reputation for **Strength, Ease of Operation** and **Uniformity of Service.**

THE DIRECT CHAIN DRIVE

is one of its best features. No gears and toggle to get out of position or become damaged, like those found at the sides and underneath other makes of spreaders. The heavy chain we use provides against delays or breakages. In twenty-nine years of experience we have never heard of one link breaking—Isn't that a record?

THE BEATER FREEING DEVICE

is a point that no one should overlook. The farmer can load his machine right up to the beater, throw it into gear and it will start spreading instantly. **Choking the Beater** is an impossibility on the Champion, and progressive farmers insist upon getting a machine that will run smoothly at all times and under all conditions.

WRITE TO OUR WINNIPEG BRANCH FOR PARTICULARS.

THE Frost & Wood Company LIMITED.

Winnipeg Brandon Regina Calgary

CANADIAN FARM IMPLEMENTS

Vol. IV, No. 1. WINNIPEG, MAN., JULY, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

Head Office: QUEBEC.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,000,000
REST - $1,300,000

Andrew Thomson, Esq. - - - - President.
C. H. Balfour - - - - - General Manager.

WESTERN HEAD OFFICE STAFF:
H. B. Shaw - - - - Superintendent.
F. W. S. Crispo - - - - - Inspector.
H. Veasey—P. H. Vibert-Assistant Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Carberry, Carman, Crystal City, Cypress River, Deloraine, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, (Winnipeg North End Branch).

SASKATCHEWAN.—Arcola, Carlyle, Esterhazy, Fillmore, Humbolt, Indian Head, Lemberg, Lumsden, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Calgary, Cardston, Carstairs, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River,, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat Okotoks, Pincher Creek.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch - - - R. S. BARROW, Manager.

Any other Manufacturers in the Saddlery and Harness business in Canada using this Trade Mark, are liable to prosecution.

To the Trade THIS TRADE MARK THE **Horse Shoe Brand**

Will in future be found on the highest class Horse Collars, Harness and Saddlery made in Canada. This Trade Mark has been registered so that the public may know these goods, and can see the Trade Mark before purchasing. It is a guarantee that the best leather and workmanship are used in the article so stamped.

It indicates that the manufacturing does not strive to make the cheapest—but rather the Best, and in making the Best, actually makes the cheapest.

We believe the manufacturer who produces goods better than his competitors has no competitors—and as the market is full of all sorts of inferior goods, if you want the highest class saddlery goods, buy the HORSE SHOE BRAND.

There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

MANUFACTURED BY

The GREAT WEST SADDLERY CO., Ltd.

WINNIPEG, Man. CALGARY. Alta. EDMONTON, Alta.

WATSON'S FARM AND BUSH SLEIGHS

They Keep the Road.
They are Well-Made and Heavily Ironed.

WE SELL
Wood and Pole Saws
Feed Cutters
Grain Grinders
Whiffletrees
Horse Powers
Bevel Jacks
Wheel-Barrows
Warehouse Trucks

Made in all Sizes with Steel and Cast Shoeing. Ours are the only Sleighs having a Trussed Bench

SELLING AGENTS FOR
GRAND DETOUR WAGONS AND FARM TRUCKS.

They Keep Your Trade.
You can get a Better Price for them than for any other.

WRITE US.

John Watson Mfg. Co. LIMITED.

WINNIPEG, MAN.

Concrete Mixer for Sale

ALMOST NEW AND IN GOOD ORDER.

TWO PERFECTION CONCRETE BLOCK MACHINES

ONE WATERLOO MACHINE

Canadian Petrified Brick and Stone Co.

98 Albert Street, Winnipeg, Man.

SAFE LOCK SHINGLES.

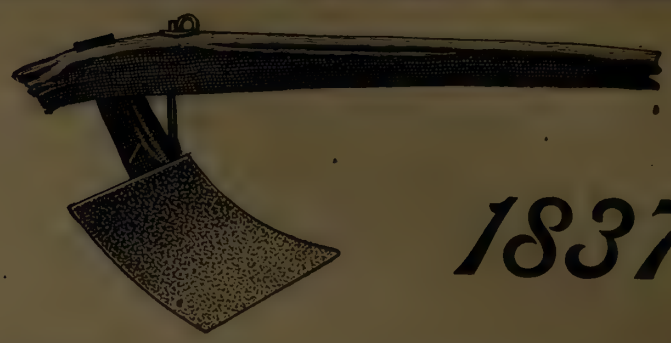
GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description
SHEET METAL

We will be glad to have you visit us during Fair Week.

CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

THE FIRST PLOW



1837

THE first slab of plow steel rolled in the United States was shipped for **DEERE PLOWS** nearly 70 years ago. From that day to this they have been the standard by which all other plows are measured.

They are on more than a million farms.

They contain the accumulated experience of more than half a century of uninterrupted leadership.

Isn't that kind of prestige worth money to a dealer?

DEERE & CO.'S goods are always good goods. That's why Deere Agents get the business.

Now is the time to fall in line for 1907 if you are looking for business-pullers and money-makers in the implement line.

Write us,

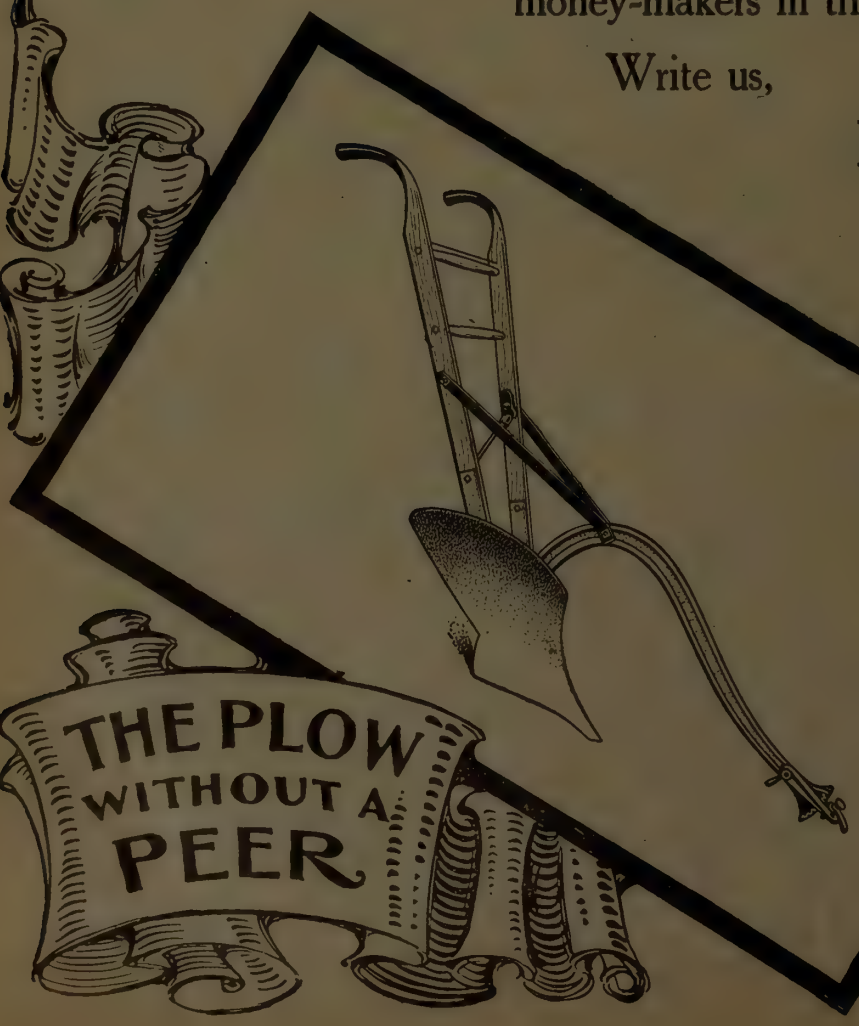
DEERE & COMPANY,

Moline, Illinois.

The FAIRCHILD CO., Limited

GENERAL AGENTS

WNNIPEG - - CANADA



THE PLOW WITHOUT A PEER

JOHN DEERE

MOLINE, ILL.

De Laval Separators

For the Man who will have Nothing but the Best.

THE EXCELLENCE OF DE LAVAL SEPARATORS has built up for them a reputation, which is not excelled by any manufactured article, nor equalled by any machine represented to serve a similar purpose.

They represent the perfection of strength, combined with simplicity, rapidity and effectiveness of separation with lowest speed gear, and minimum power in operation, beauty of outline and mechanical finish. In addition they embody many other features of lesser importance but which make for convenience and every-day utility, and have combined to win for DE LAVAL SEPARATORS EVERY EXCLUSIVE HIGHEST AWARD IN COMPETITION OPEN TO THE WORLD, and to place De Laval machines in practically every creamery on two continents.

The man who buys a Cream Separator without investigating the De Laval does his own interests an injustice which will be more apparent each day the other is in use.

Call at our Exhibit on the Fair Ground or Write for Catalog.

The De Laval Separator Co.,

14-16, PRINCESS STREET, WINNIPEG.

MONTREAL, TORONTO, VANCOUVER,
NEW YORK, PHILADELPHIA, CHICAGO,
SAN FRANCISCO PORTLAND, SEATTLE.

The Farm requires plenty of water for the stock, the dairy and domestic use. Windmill power is economical and as it needs so little attention explains why a good windmill meets with favor everywhere. Discriminating buyers know that

STAR WIND MILLS

are built of the best material, correctly designed and do the work just right because the name 'STAR" stands for all that's good and has for many years. They are equipped with ball bearings and respond quickly to light breezes, They develop an abundance of power. Perfectly self-governing, the automatic friction brake has perfect control of mill when out of gear. The self-feeding oil-cups are of large capacity.

For grinding feed, shelling corn, sawing wood and running various machines the "STAR" Power Windmill is perfection. It is a great labor-saving outfit, practical and durable. Star Windmills are built in all sizes and thoroughly galvanized.

"STAR" POWER WINDMILL.

"STAR" BACK-GEARED PUMPING WINDMILL

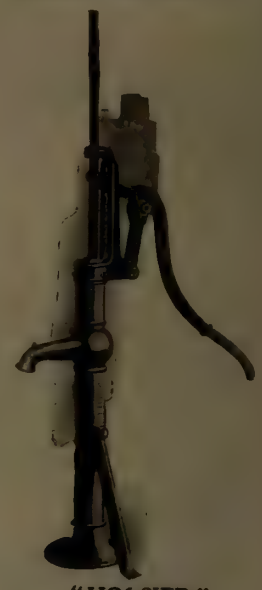
GALVANIZED STEEL TANKS

are used extensively. Our are well made and the galvanizing protects them from rust giving them great durabiiity.

"Hoosier" and "Fast Mail" Pumps

for hand and windmill use are built in many designs for various purposes. We build these pumps especially suited for the trade in Western Canada.

We produce everything required to complete farm and suburban water supply outfits and orders are handled with care and accuracy. Our catalog will interest you. Inquiries respectfully solicited.



"HOOSIER" WINDMILL PUMP.

FLINT & WALLING MFG. CO.

Dept. 12, KENDALLVILLE, IND., U.S.A.

BRANDON PUMP AND WINDMILL WORKS,

BOX 410 BRANDON, MAN.,

AGENTS FOR WESTERN CANADA.

The Line of Hay Machinery that gives Universal Satisfaction is

THE GREAT DAIN LINE.

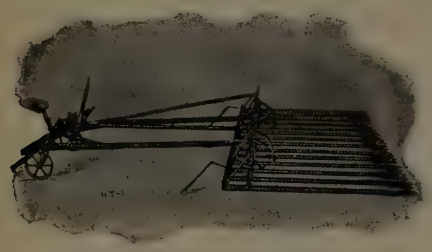
Each machine here illustrated has demonstrated its adaptability to the conditions in Western Canada. Why not handle the machines that are easily sold, stay sold, and create more business because of the satisfaction they give the purchaser. The Agency for the Dain Line is a valuable asset for any dealer. Write to day for prices and territory to

Dain Manufacturing Co., Ottumwa, Iowa, U.S A.

OR

FAIRCHILD CO., Ltd., Winnipeg, Regina, Calgary

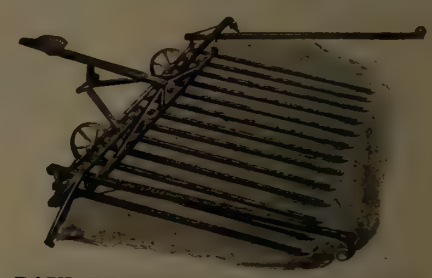
General Agents for Western canada



DAIN POWER-LIFT RAKE

POWER LIFT RAKE.

The Dain Power Lift Push Rake works up close to fences, passes through an ordinary farm gate as the horses are back of the rake head. The horses do all the work. It is the cleanest raking, best carrying, easiest operated rake money can buy.



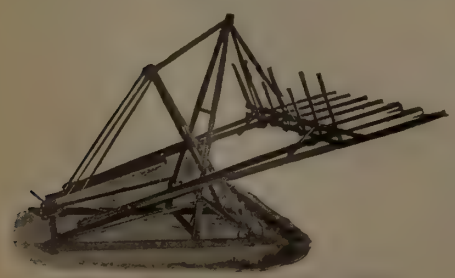
DAIN TRUSS FRAME SWEEP RAKE

TRUSS FRAME RAKE.

The Dain Truss Frame Sweep Rake has 8-ft. teeth, hence large carrying capacity; it is strongly trussed, yet built flexible so will conform to the uneven surface of the ground and rake clean. Has tubular steel axle high wheels, hinged tongue and sliding seat.

JUNIOR STACKER.

The Dain Junior is the light draft stacker. It delivers the hay into the center of the stack from bottom to top. The head will not sag, as it is supported at each side. Positive head return, large capacity, is easily transported.



DAIN JUNIOR HAY STACKER

DAIN HAY PRESS TELESCOPED FOR TRANSPORTATION

THE DAIN PULL POWER HAY PRESS.—Has no pitman for the team to step over. The bales are discharged away from the stack out of the chaff and dirt. The bale case is convenient height for the tier. Set it at the center of the stack and bale the entire stack without moving the press or cutting the stack in two. The tucker has a compound rocker movement, folds the overfeeds making nice smooth bales. The Dain has a large feeding chamber and consequently a large capacity.

WRITE FOR SPECIAL CIRCULARS.

UNIVERSAL STACKER.

The Dain Universal Stacker may be swung entirely around the circle, thus the load may be taken from any point. The head is supported at each side will not sag and dribble the hay in course of elevation. Light draft, easily moved, it is an excellent machine.

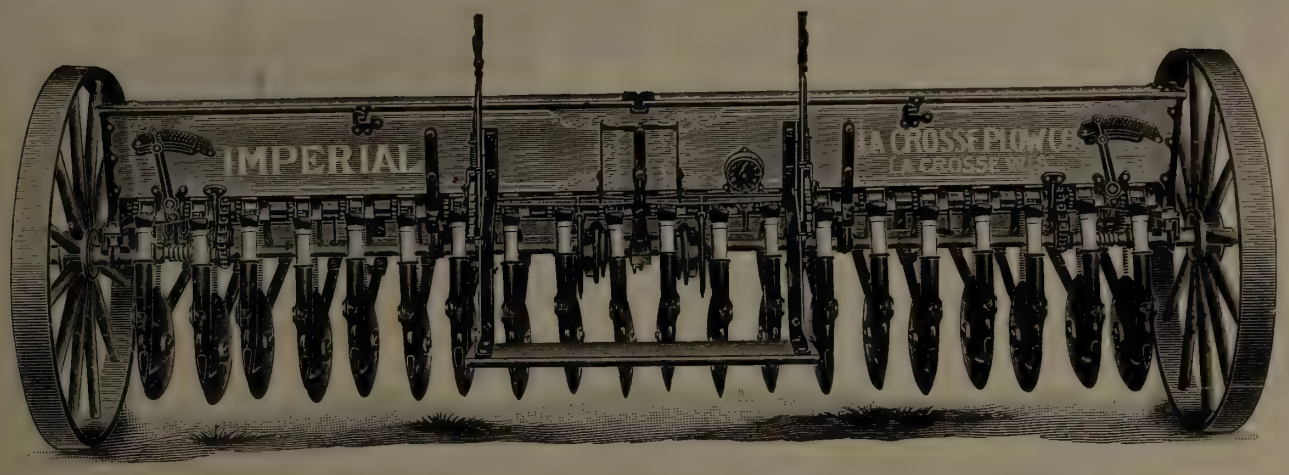
DAIN UNIVERSAL SWING AROUND HAY STACKER

WE WILL EXHIBIT

At the Winnipeg Industrial Exhibition, July 23-28,

The IMPERIAL DISC DRILL

KING OF THE WHEAT FIELD.



MANY POINTS OF SUPERIORITY OVER OTHER DRILLS

The Greatest Improvements ever put on Seeding Machines is our

HORSE-LIFT DEVICE AND FOOTBOARD.

These Special Features appeal to every Farmer and have made our "Imperial" the most popular of all Seeding Machines in the States. Farmers demand it because a boy can handle even the largest size as well as a man. The horses do the work. No time lost in raising discs as it is not necessary to stop the horses. A labor saver and a time saver.

SEND FOR OUR BOOKLET ON "IMPERIAL DRILLS," IT'S FREE.

NEW DEFIANCE GANG

THE EASY FOOT-LIFT PLOW

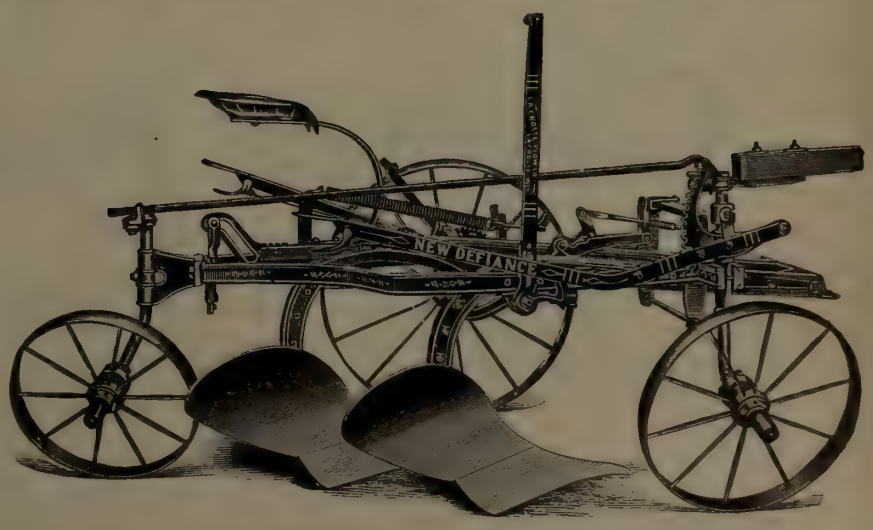
that made all other Plows jealous in the States. It works so well. The only Gang Plow that has the proper suction at all times because it is flexible in the frame.

One horse lighter draft than most other gangs, because it's made as a Gang should be.

IT WILL PLEASE CANADIAN FARMERS

as well as in the States because it will do good work where others have failed; very durable and easy to handle. Fitted with breaker bottoms when desired; a perfect Breaking Gang.

Send for Booklets.



La Crosse Walking Breakers and Disc Harrows

ARE UNEQUALLED.

La Crosse Implement Co. General Agents Minneapolis Minn. U.S.A.

La Crosse Plow Co. Sole Manufacturers, La Crosse, Wis., U.S.A.

We Plow The Prairie

¶ COCKSHUTT PLOWS

¶ COCKSHUTT DISC HARROWS

A HEARTY WELCOME

To the Dealers of Western Canada

WE invite every Dealer visiting the Winnipeg Industrial Exhibition, July 23rd to 28th, to make his Headquarters at Our Office and Showroom, corner Princess St. and Alexander Ave. Meet your friends here; have your correspondence addressed in our care; arrange with your customers to meet them here. Our display will please and interest you.

Cockshutt Plow Co. Limited

Regina ——— WINNIPEG ——— Calgary

Factory - - - - Brantford

¶ COCKSHUTT DRILLS

¶ COCKSHUTT DRAG HARROWS

We Seed The Soil

CANADIAN FARM IMPLEMENTS

Vol. IV, No. 1. WINNIPEG, MAN., JULY, 1906. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c.

Changes and Improvements at the Winnipeg Industrial.

As we stood and viewed the grounds and buildings of the Winnipeg Industrial Exhibition at the close of last year's fair, the words of that well-known hymn came to our minds: "Change and decay in all around I see." This line suited the prevalent conditions exactly, and as we gazed and pondered we hoped that we might be able to sing a more pleasant song, in connection with the conditions of the grounds and buildings, before another cycle of time recorded another exhibition. Recently at the invitation of the genial and energetic manager, Dr. Bell, we journeyed out to the grounds and are glad to say that our hopes were fully realized.

Profiting by the experiences of past years and taking heed of the press criticisms and suggestions of last season, sweeping changes and improvements have been made, so that now even the regular visitor will be at a loss to recognize the place when Speaker Sutherland, of the Dominion House of Commons, opens the exhibition on Monday, July 23rd.

Many of the buildings have been entirely remodelled and plenty of white, red and green paint has been used to cover a multitude of sins. Fine, new sidewalks have been built, a thorough drainage system put in and a cedar block roadway constructed around the grounds. Train-load after train-load of gravel has been hauled in and dumped in the low places. Hundreds of seats and many other essentials for the convenience of patrons have been installed, and with these improvements the discomforts of past exhibitions will be almost entirely obviated.

The interiors of most of the structures have been greatly changed and repaired and the displays of art, products of industries, and resources of the West will be shown to the very best advantage. Several new features have been introduced; among these being an exhibit of grain. This will be the largest showing of such products that has ever been made in Canada, and to the successful competitors magnificent cash prizes will be paid. The stock will be housed in more comfortable quarters than of yore, and as the roadway to the judging ring has been block paved, and the ring filled in with gravel, the men with the animals will not be put to the trials and tribulations of former exhibitions. A nice stand has been erected by the ringside and here interested spectators will have every chance to watch the awarding of the coveted premiums with some degree of comfort.

THE DAYS OF THE EXHIBITION

Monday,	July 23rd	- - -	Childrens' Day.
Tuesday,	" 24th	- - -	Farmers' Day.
Wednesday,	" 25th	- - -	Americans' Day.
Thursday	" 26th	- - -	Citizens' Day.
Friday	" 27th	-	Commercial Travellers' Day.
Saturday	" 28th	- - -	Ladies' Day.

The arrangements made for the entertainment of visitors are on a large and more pretentious scale than ever before attempted. The best bands of Western Canada and the North-western States will be present and arrangements have been made for a massed band concert of all the bands each evening. The celebrated Knabenhue airship, which has created such a furore of interest in the world of science, will make daily ascensions from the grounds. Special efforts have been made to exhibit the best loan collection of arts ever got together in the West. Every attention is being paid to the making of the dog show a success. In this country where dogs enter so much into the sporting and farming life of the people this is an innovation that will be thoroughly appreciated. A full programme of trotting and pacing races has been arranged and we venture to predict that the horse-racing this year will be better than heretofore.

In front of the grand stand there will be many new and interesting features to occupy the attention of the visitor and afford a little fun and relaxation from the cares and worries of everyday life. Undoubtedly the Carnival of Venice will be a feature of most absorbing interest. This beautiful spectacular will conclude with a magnificient display of pyrotechnics, the like of which has never yet been witnessed west of Toronto in the Dominion. In addition to this, thrilling performances will be given by the Kaufman Troupe, in a remarkable bicycle act; the Havemann trained bears, lions and leopards; the Mazus Mazatse, comedy acrobats; the Patty Brothers, head to head artists; and the Rollo Troupe in an acrobatic and casting act and a comedy trick performance by several trained dogs.

Independent of the foregoing attractions will be the sideshows. These will be "On the Drag," which name has been given to that portion of the grounds lying directly at the rear of the Arts & Science building, and here the various amusements put on by the C. W. Parker Co. will be much better located than was the Midway of past shows. It is the intention of the management to see that these places of pleasure are properly conducted. They will comprise clean, moral and entertaining exhibitions, and anything of a fake or immoral nature will be eliminated.

In the face of the many improvements that have been made we look forward to the most successful exhibition in the history of the Association.

Some Things Regarding the Wagon Warranty.

The wagon warranty adopted some months ago by the National Wagon Manufacturers' Association of the United States, the forms of which became effective July 1st, has been causing considerable discussion in trade circles in Yankeedom. We reported the adoption of this warranty in our April issue and took the stand in the editorial columns of that number that a similar step by Canadian wagon manufacturers would be in the best interests of the whole trade.

Across the line, the length of time covered by the warranty, and the fact that no provision is made for checking of hubs or splitting of side or end boards, are the particular features in the discussion. Those who claim that the warranty is calculated to work a hardship on the dealer, argue that a large percentage of the wagons sold are not put to a test within six months; the time provided in the new forms being from date of sale to user. They say that a farmer may buy a wagon in the winter and have very little use for it until harvest time, then a good heavy load of wheat might cause the weak points to show. Again, a wagon bought during the spring might cause no trouble while the roads were good, as they generally

are at that time in most states, but with the heavy rough roads of winter the excessive straining might bring to light some defects in workmanship or material, and thus the warranty should be revised and the length of time covered by it should be lengthened to twelve months from date of sale to user. In the matter of checked hubs or split side or end boards, heretofore manufacturers are said to have always recognized these as uefects and why a change should be made is not clear. It is further said that checking of hubs is a defect pure and simple and when a dealer sells a wagon and the customer shortly afterwards reports that the hubs are checked, it is impossible to decline to do anything. It would be a difficult task to make wagon buyers see why the material in the hub, the most important part of the wagon, cannot be fully warranted, the same as the spokes, rims and axles.

Many further insist that spring seats should not be exempted by the warranty, and contend that farmers will object to filling in the written statements required in the "claims sheet," and that the clause which provides that the purchaser should give five days' notice in writing cannot be conformed to, and would soon become a dead letter.

When these contentions were made and these arguments put forth, Secretary T. W. McCullough, of the National Wagon Manufacturers' Association, immediately took the matter up, and while he admitted that the different reasons against the warranty were made in absolute fairness and justice, points were brought up and premises taken not in keeping with the facts as contained in the warranty. We give herewith a few extracts from the secretary's able reply dealing with the points in question. "Considering the first, which is that six months' time from date of sale to the consumer has been fixed as the limit of the warranty: I would call attention to the fact that the manufacturers have conceded that the warranty shall run from date of sale to the consumer regardless of the date of shipment from the factory. This is a larger concession than has been realized, and when it is remembered that the dealer carries wagons sometimes many months after receiving them before making sale, it will be readily seen that although the warrant runs six months from the time he makes the sale it may be twelve or fourteen months from the time the wagon leaves the factory, and I venture the suggestion that, taking the country over, the manufacturer carries a liability on the wagon longer under this new term of six months from date of sale to the consumer than he would under the old rule of one year from date of shipment.

I will also take issue with the statement that a large percentage of wagons sold are not put to a test within six months. Selling conditions in the wagon business have changed materially during the past twenty years, for there was a time that the farmer would buy his wagon almost any time, but of recent years the large bulk of wagons are bought just before or at harvest time.

The greatest objection, I believe, to the six months' warranty limit exists solely in the feeling that it is a radical change from the old practice; but when it is considered as I have explained it, I feel it will be admitted that this adjustment is a fair one, not only for the manufacturer, who has a perfect right to say under what conditions he will warrant his goods, but at the same time it imposes no extra burden on the retail dealer nor his trade.

Concerning the reference made to the checking of hubs and the splitting of box sides: I would simply refer to the second paragraph of the warranty, which makes this statement concerning the materials in the wagon,—"that it is well made of good, thoroughly seasoned materials, and of sufficient strength to carry the weight mentioned," etc.—it being intended and understood that all the materials used are good, and furthermore, that they must be well seasoned; consequently, if either of these parts check or split by reason of unseasoned materials, no reliable manufacturer will hesitate a moment in making them good.

It may not be generally understood, but it is nevertheless a fact that will be substantiated by any experienced timber man, that hubs do not always check because they are not seasoned. By observing old wagons in your vicinity, especially those with oak hubs, you will find almost without exception the hubs are checked. Nevertheless, you will also observe that the spokes are tight and the wheel otherwise perfect, and there has been no method discovered to prevent the checking of oak hubs where they were made from the toughest material, consequently it is manifestly unjust to expect the manufacturer to replace with a new wheel one that is made from the toughest and best materials and is otherwise absolutely perfect but in which, because of the character of the material, some small checks appear. With unseasoned hubs the shrinkage would cause the loosening of the spokes, bands, etc., in addition to checking, and no manufacturer would refuse to replace such a wheel. But thousands of wheels have been replaced in past years because of these small checks, which were not understood either by the dealer or the consumer, and such wheels returned to the manufacturers have been total loss.

With regard to the splitting of box sides: This provision is not intended to evade any liability for unseasoned materials, but when the dealer receives his boxes in good order, holds them for months without any warping or splitting of the sides or end boards, then after selling them and their passing into the hands of the consumer, who after several months reports a split side, it must be evident to any fair minded person that the side has been split from some cause for which the manufacturer is in no way responsible.

SOME FARMERS CARELESS.

It is not an uncommon practice for the farmer to remove the rear end-gates and load into his box a lot of lumber or building materials and drive home at a rapid rate with the load swaying from one side of the box to the other, and because of the sides receiving no support on account of the removal

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales of same have greatly increased.

—THEY ARE—

LIGHT RUNNING
WELL FINISHED
ATTRACTIVE IN APPEARANCE

and made by

THOROUGHLY EXPERIENCED MECHANICS

of the very best

MATERIALS THROUGHOUT.

OUR GUARANTEE IS BACK OF THEM

—WRITE US—

THE FAIRCHILD COMPANY, Limited

REGINA WINNIPEG CALGARY

COMING IN TO THE FAIR?

YES? WELL CALL AND SEE US. We will have on view at our Show-Rooms a full line of the

MOUNT FOREST CARRIAGE CO.'S

Goods and we would like to have you examine them. You will find something to interest you.

See Our Line of Cutters

They cannot be beaten.

A. C. McRAE, General Agent,

Cor. King and James Sts., Winnipeg.

Are you Coming to the Winnipeg Fair?

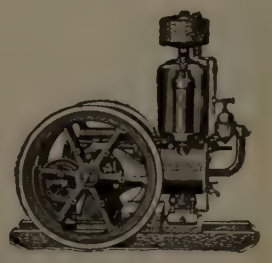
If so be sure and call at our **Exhibit** in the **Central Manufacturers' Building** and see our splendid line of **Improved Stickney Gasoline Engines** and **Improved Frictionless Empire Cream Separators,** also the newest and best thing out, **our New Village Fire Engine.** Every village without fire protection needs this little giant fire fighter. They sell at sight, the price will surprise you.

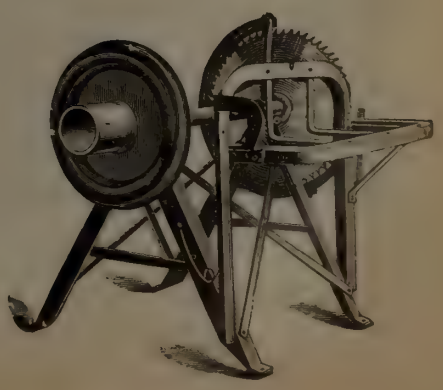
Don't fail to take a Belt Line Car to our Warehouse and look over all our other lines of **Up-to-Date Machinery, Windmills, Tanks, Grinders, Saws, Horse** and **Tread Powers, Land Rollers, Feed Cutters, Root Pullers, Hydraulic Rams,** &c.

Ontario Wind Engine and Pump Co., Limited,

83-91 CHAMBERS ST., WINNIPEG

(BETWEEN LOGAN and HENRY AVE.)





of the end boards they are split or cracked; and if all cases of split sides were investigated I venture to suggest that possibly ninety per cent or over are split in this manner, and it cannot fairly be expected that the manufacturer should be responsible for this kind of usage.

There is no desire whatever in adopting this warranty by the manufacturer to evade in the least his rightful responsibility; but owing to the fact that there has been no uniformity in the conditions embodied in the various warranties used heretofore, it was with a desire to have uniform conditions that would be clearly understood and agreed to by all that the present form was compiled. It must be clear to every thinking business man that every expense incident to a business must be considered in making the price on the manufactured product, consequently an excessive amount of unjust repairs adds just that much to expense and must be distributed in the price charged for the goods.

Consequently, instead of allowing the previous abuses to continue it was concluded as the wiser course to place upon the manufacturer that responsibility that justly belonged to him, upon the dealer his share in seeing that justice was done both his customer and the manufacturer, and upon the consumer the reasonable burden of insisting that the wagon should receive fair treatment at his hands and that in case of accident or abuse he should bear the responsibility of his acts instead of putting it upon either the dealer or manufacturer.

Competition in this line is so intense today that it has brought the construction and grade of wagons to a higher point than ever before, and this fact alone will protect the dealer and his customers from any imposition from the manufacturer regardless of any form of warranty; and any manufacturer, desirous of continuing and building up his trade, is sure to give his customers an absolutely square deal. But, on the other hand, it is to be expected that he will receive fair treatment in like measure, and as this new form of warranty forms a contract between the manufacturer, dealer and consumer, it would seem that it ought to be welcomed by all three.

Finally, concerning the statement that with prices advancing the dealer's margins are getting less, would simply say that this should not be true on wagons any more than any other line of goods. The manufacturers of wagons have not advanced their prices at any time during the past ten years as much as the actual increase in cost of materials and manufacture would warrant, and were it not that the volume of the business has increased so that it has been possible to do it on less margin the returns would be decidedly unsatisfactory and unprofitable.

There is no article used by the farmer today from which he gets so great value for so little money invested, which is clearly illustrated by the fact that the average life of a good wagon is from 12 to 15 years with fair care. Furthermore, there is no article sold by the dealer that is cleaner to handle and causes him less trouble than the farm wagon."

The United States and Reciprocity.

The following is the text of the reciprocity bill recently introduced to the United States Congress by a Kansas representative. This measure secured the endorsation of the American Reciprocal Tariff League.

"Be it enacted by the Senate and the House of Representatives of the United States of America in Congress assembled, that the president of the United States be, and is hereby, authorized, with the view of securing reciprocal trade with foreign countries, to enter into commercial agreements with any other country or countries concerning the admission into any such country or countries the products of the United States and their use and disposition therein, deemed to be for the interest of the United States, and in agreement or agreements in consideration of the advantages accruing to the United States therefrom, shall provide for the reduction during a specified period, not exceeding five years, of the duties imposed in an act entitled "An Act to provide revenue for the Government and to encourage the industries of the United States," approved July twenty-fourth, eighteen hundred and ninety-seven, to the extent of not more than twenty per centum thereof, upon such goods, wares, or merchandise as may be designated therein of the country or countries with which such agreement or agreements shall be made as herein provided; or shall provide for the transfer during such period from the dutiable list of said act to the free list thereof of such goods, wares, and merchandise being the natural product of such foreign country or countries and not of the United States; or shall provide for the retention upon the free list of said act during a specified period, not exceeding five years, of such goods, wares, and merchandise now included in said free list as may be designated therein; and when any such agreement shall have been entered into and public proclamation made thereof, then and thereafter the duties which shall be collected by the United States upon any of the designated goods, wares, merchandise, and products from the foreign country with which such an agreement has been made, shall, during the period provided for be the duties specified and provided for in such agreement, and none other."

Friendships are built on an understanding, while enmities are simply a lack of understanding.

WE WANT YOUR PLOW TRADE.

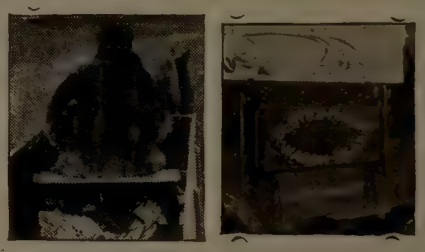
The BRADLEY X-RAYS FRAME HITCH SULKY will bring any dealer good business. It always gives satisfaction.

We have a Branch house in Winnipeg, where will be found a complete stock of DAVID BRADLEY Plows, Disk Plows, Disk Harrows, Hay Presses, etc. Also a line of repair Parts. Dealers it will Pay you to handle BRADLEY GOODS. Write us a Postal for Particulars.

The X-Rays Sulky is in use in every farming community, and a constant demand exists. Let us send our representative. Write to-day. WE SELL MacKINNONHIGH GRADE WAGONS.

DAVID BRADLEY MFG. CO., McRae Building,
WINNIPEG, MANITOBA.
Home Office and Factory:—BRADLEY, ILLINOIS. U. S. A.

LLOYD'S
Handy Low Down Suspension Wagon Spring Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.
Order your Supply of Wagons short Seats, and give this Seat a Trial.

Read what one Dealer says:—

Belmont, Man., April 28th, 1906
This is to certify that the Wagon Seat sold by Mr. B. F. Lloyd, of Wawanesa, is the most useful Wagon Seat on the Market. My customers ask for them when buying a new wagon and I am frequently asked to take the old style seat in exchange for them. I am willing to answer any enquiries that may be made of me with regard to these.
C. DRUMMOND HAY.

AGENTS WANTED
Write for Quotations at once to
Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

"A Friend in Need, Etc."

The mutual dependence of agriculture on commerce and vice versa was most admirably illustrated during the past month by a unique state of affairs that took place in Kansas. In a certain county the crop, totalling over 2,000,000 bushels, was ready for harvest. Farmers saw before them another successful season, another year of prosperity and plenty. Then it was discovered that help was scarce and within a few days the glorious outlook verged towards one of gloom and impending disaster. The crops were in danger of being destroyed, owing to lack of help, and want and misery would probably result.

Realizing the exigencies of the situation and the pressing need for immediate assistance, the business men of Garden Plains, Kansas, met and decided to close up their business or leave it in charge of their women folk, and hie to the wheat fields. Every member of every business in that town, as well as every other able bodied man, went out to help save the crop, and they did it. The wheat was cut, stooked, and saved; and now farmers in that district are forever in the debt of their townsmen. We believe the catalogue house business, from the Garden Plains district will never flourish. By the way, reports state that in the farmers' time of need the representatives of Chicago catalogue houses, or others, were conspicuous by their absence.

The Friction Destroys

"It is not work that kills men; it is worry. Work is healthy: you can hardly put more upon a man than he can bear. Worry is rust upon the blade. It is not the revolution that destroys the machinery, but the friction."—*Henry Ward Beecher.*

He Had Hopes.

A certain well-known Winnipeg business man placed an old account in the hands of a solicitor for collection, who, in response to an urgent request for immediate settlement, received the following reply:

"My Dear Sir: Absence from town prevented my writing in answer to yours of recent date.

"It will be utterly impossible for me to settle the claim you mention at present, for the very simple but good reason—I haven't got it.

"I lost every penny I had in the world and considerable I had in the future, in a Western land speculation last September. Up to the present time I have not recovered from the shock.

"I think if you lay this fact before your clients they will not advise you to proceed harshly against me. From their past experience with my modes of procedure in days gone by I do not think they recall any suspicious mannerisms which would lead them to suppose I am a debt dodger.

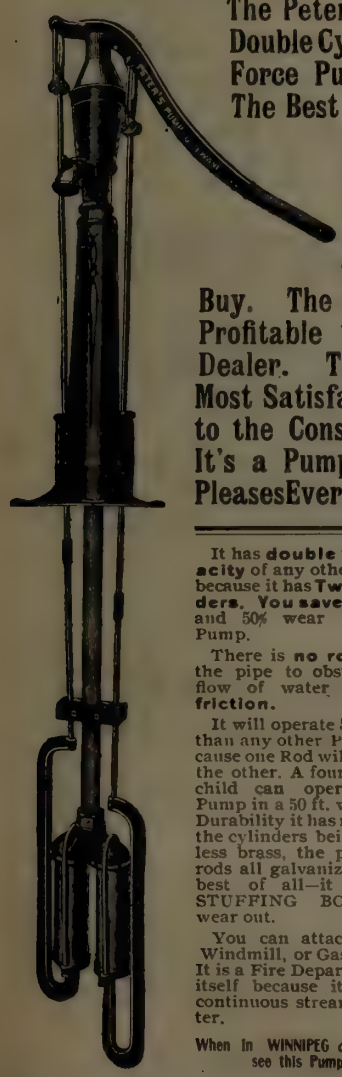
"I have simply been initiated into the Lodge of Sorrow, Hard Luck Chapter, Fool division No. 69.

"My picture, hanging crepe-laden in the Hall of Fame, bears the legend, 'Sucker No. 33876494.'

"My motto is, briefly: 'I would if I could; but I haven't, so I can't.'

"Fortune may smile, however; up to the present writing it has given me the laugh. I have hopes.

"Directly I am in a position even remotely suggesting opulence, I assure you your balance will receive my very prompt attention."



The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your Pump.

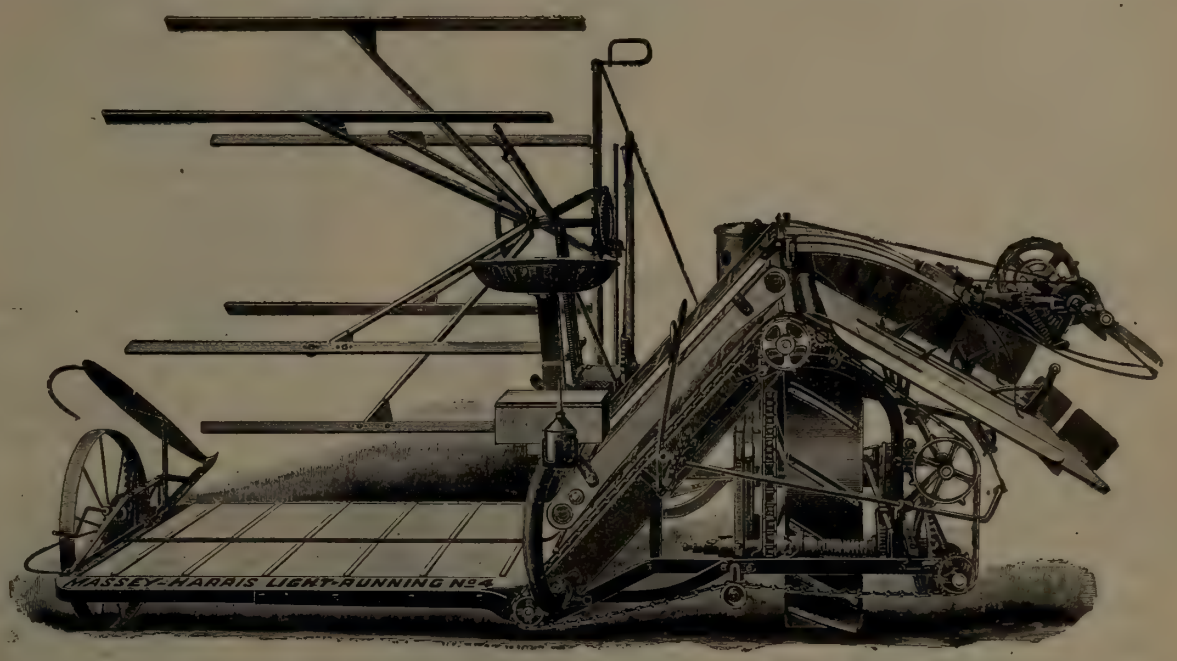
There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

W. JOHNSTON & CO., Limited
Agents, WINNIPEG, MAN.
We want every Dealer to investigate.
MANUFACTURED BY PETERS PUMP CO., KEWANEE, ILL.



BINDER BREVITIES

A binder should have

Strong steel frame, braced and trussed; heavy ground wheel with broad face; floating elevator; adjustable steel wearing plates on cutter bar; positive four-point clutch; perfect knotter, always tying tight; roller and ball bearings—making light draft; self-aligning bearings where necessary; double truss to keep drive wheel true; relief spring to break the jar on rough ground; automatic chain tightener; lever adjustment for long or short grain; folding dividers and folding sheaf carrier; seventh roller to prevent bunching and loss.

All this and more is found in the

MASSEY - HARRIS
BINDER

A Non-Suction Milking Machine.

Just at present considerable attention is being devoted by prominent agricultural papers to the milking machine. This is owing to the fact that a man by the name of Hutchinson, a resident of New Zealand, has invented what has been termed a "Non-Suction Milking Machine." Describing this invention, a publication of that country says as follows:

"This machine differs from the many mechanical milkers which have preceded it, in that the suction principle has been discarded, and the operation of milking is performed by imitation hands—not hydraulic, but pneumatic: The "hands," one for each teat of the cow, consist of soft air-proof double pouch or mitten-like structures, in the upper part of each half of which is an inner pouch, the pair of inner pouches corresponding to a thumb and forefinger. This thumb and forefinger are acted upon separately, the lower part of the mitten representing the fingers, with distinct but sympathetic action. The action is induced by the inflation of the "thumbs" with air, the inflation of the rest of the hand following at an almost imperceptible interval. The "thumb and finger" clasp firmly the base of the teat close to the udder, and the rest of the hand then closes upon the lower part of the teat, completing the action of hand-milking. The four teats of the cow are milked at one time, and the four hands, each of which is enclosed in a metal case, are enclosed together in a smooth seamless envelope, which offers no lodgment of milk or germs and is easily removed for cleaning. This envelope protects the mittens or pouches from any chance splash or spray of milk. The hands are operated by means of small local air-pumps, one pair to each cow which is milked at a time; the first pump acts upon the four sets of "thumbs and forefingers," the second upon the other parts of the "hands." Power for the whole is supplied by an oil engine, with shafting passing in front of the cows, one-third to one-half man power being required for each cow being milked (eight man power equal one horse power). Suction being absent, the applying and holding of the milker to the teats is accomplished by an ingenious supporting apparatus. A light spring pole of hickory attached to the roof over the cow's head passes over her back; depending from the pole is a wooden bow, which descends round the side of the cow and under her body in front of the udder and pressing a pad lightly upward against the udder, this pad supporting the milking mechanism. All parts of this apparatus are quickly adjustible to any required position. The milk is ejected in jets, clear of the apparatus, upon a gauze-covered metal tray, from which it is delivered by a short ball-jointed tube into the milk pail, which stands at a convenient distance from the cow. The cows show the most complete willingness to give down their milk, and no difficulty is experienced in milking cows which have previously been milked by human hands. The milking is very clean, the "strippings" from five cows being less than half a pint. (The cows upon which the milker was shown in operation were anything but good milkers.) Milking has been done at the rate of eighteen cows per man per hour. The advantages are: The saving of labor, the freedom from injurious effects upon the cow (as proved by a two years' trial in Wellington), and the non-pollution of the milk during any part of the milking. Also, the simplicity of the milker at all its points, and the few hand operations that are necessary."

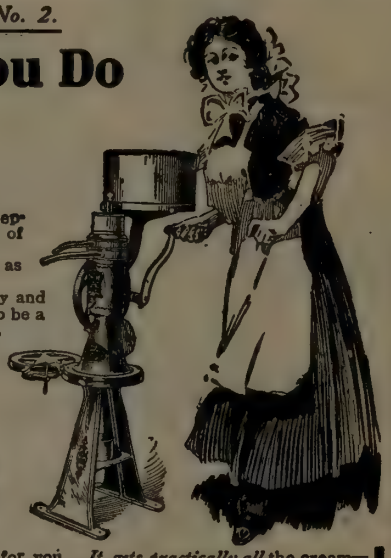
Bradley Date Book.

The post recently brought to our desk a copy of the "Bradley Date Book," published by the Bradley Mfg. Co., of Bradley, Ill. This is a compendium of important information on live stock and agriculture, giving the dates and brief records of historical events and victories of peaceful industry. This little work is something entirely out of the ordinary and the dealer will find perusal of it most interesting. A copy will be mailed to any dealer making application direct to the company at Bradley, Ill., or to the Western office, McRae Building, corner of King & James Streets, Winnipeg, Man. Mention Canadian Farm Implements when writing.

Dairy Talks by the EMPIRE Maid—No. 2.

Whatever Else You Do

Don't Buy a Hard-to-Turn Separator.



THERE'S a *big* difference in the way cream separators turn—a big difference in the amount of effort *on your part* that they require.

You want the easy turner, especially when it will do as good or better work than the hard-turner.

You use a cream separator twice a day, week-day and Sunday, the year round. If it turns hard, it gets to be a mighty disagreeable task before you have done with it.

The thing for you to do then, is to get an

Improved Frictionless

Empire

There's no doubt about the kind of work it will do for you. *It gets practically all* the cream—no separator can do more than that—and it turns with just one-half the effort required for turning other separators. This is why:

In the first place, the EMPIRE bowl is *smaller* than other bowls having the same capacity. Then instead of being filled with heavy discs and complicated parts, it has only a few simple, light cones inside it.

Being *smaller* and *lighter* it does not require nearly the power to turn it. That's plain.

And that is not all. The spindle of the EMPIRE bowl revolves with practically *no friction*. The lower end of the spindle rests in a three-ball bearing upon which it spins like a top on its point. Around the upper neck of the spindle is another bearing which prevents all friction and all vibrations so noticeable in other bowls. If you will examine these bearings, you will understand why the EMPIRE bowl runs so easily. No other separator ever made is so free from friction. We hold strong basic patents on this method of construction.

This easy-running is only *one* feature in which the EMPIRE excels. If you are thinking of buying a new separator—or if you have one of the back-breaking, hard to turn, hard to wash kinds of separator, just send a postal card, telling how many cows you keep and what you do with the milk, and learn more *facts about separators*. You will be interested in our free Dairy Books. Just address.

ONTARIO WIND ENGINE & PUMP CO., Ltd.,
Winnipeg, Manitoba, Canada.

GET THE EMPIRE BOOKS. Ask for the one you want—1. Full catalog and price list. 2. Dairy Results —Dollars. 3. Money and the Way to Make It.

DEALERS! The above is the second of a series of advertisements to be run in the agricultural papers of Western Canada. Don't you think it would pay to handle a Cream Separator with the above qualities and one so extensively advertised.

WRITE FOR AGENCY

Ontario Wind Engine & Pump Co., Limited

83-91, Chambers Street, Winnipeg, Man.

MELOTTE
Cream Separators

Are considered to be the best, the most profitable and simplest in construction of all Cream Separators on the market.

SELLS EASY

Dealers should inspect our exhibit at the Fair and test every claim we make.

Melotte Cream Separator Co.

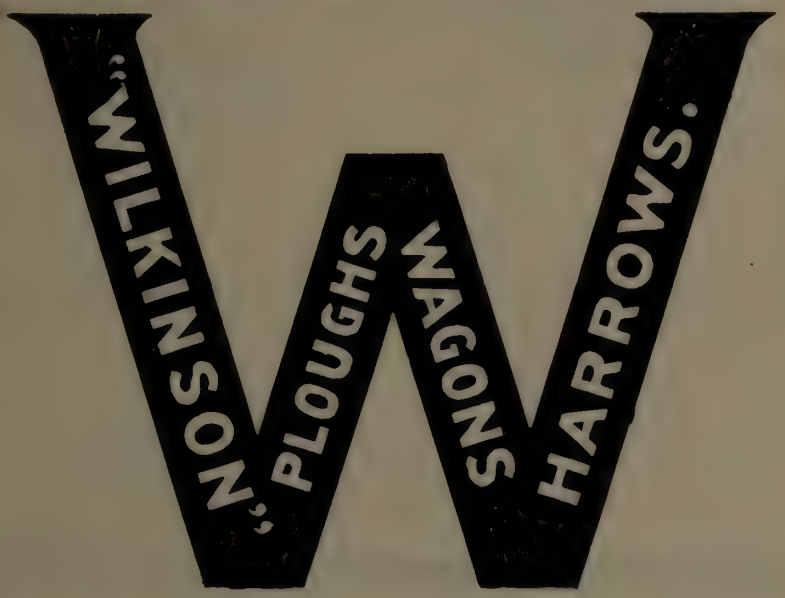
312 Ross Ave., Winnipeg

The Wilkinson Plough Co. Limited,

TORONTO, CANADA.

WILKINSON PLOUGH REPAIRS

Our complete stock of repairs carried by the **STEWART NELSON CO., LIMITED,** of Winnipeg, will assure our many Customers of **PROMPT SHIPMENT,** so necessary in the busy season. Our name **THE WILKINSON PLOUGH CO., LIMITED,** on all genuine **WILKINSON** repairs, and remember **Our Trade Mark:—**



Ploughs, Harrows, Wagons, Scrapers, Barrows, Manure Spreaders, Packers, Etc.

Light Running Wagons

Farm Wagons,
Trucks,
Heavy Gears,
Lorries,
Special Jobs,
Sleighs, Etc.

Good Material, Good Workmanship Well Finished.

GREAT WESTERN

Manure Spreaders

THE LIGHTEST DRAFT SPREADERS MADE.

The Wheels Track, an Endless Apron, a Non-Bunchable Rake, only Two (2) Levers, Load Evenly Balanced, and Horses Hitched Close. There are a dozen other reasons why you should handle the **Great Western** and we would appreciate an opportunitg to tell you more about it.
Ask for our Book, "PRACTICAL EXPERIENCE WITH BARNYARD MANURE," when you call on our

SOLE WESTERN REPRESENTATIVES,

The Stewart-Nelson Co., Limited, Winnipeg, Man.

Brandon.

The crops in this locality are magnificent. The wheat is heading out and will have reached this stage six days in advance of any previous year during the past three. Harvesting will undoubtedy begin about the 15th of August.

The Lamb Fence Co., of London, Ont., are said to be considering the advisability of establishing a branch of their business in the West. If they took our advice they would locate here, as the Wheat City is the centre of the greatest agricultural district west of the Great Lakes.

The machinery formerly used by the Brandon Twine factory and recently purchased by the Manitoba Windmill & Pump Co., has been sold to the State of Minnesota, who will instal it in their prison twine plant at Stillwater, Minn. This is the final act in an industry that might have proven most profitable had it been given the loyal support by the farmers that it deserved.

The thresher trade is in excellent shape. Many sales have been closed and more will be made. Trades are offered the farmers wishing to exchange and get stronger engines. In most cases the separators are large enough but the engines are too light for the extra attachments. Another drawback to the trade is the Winnipeg and Brandon Fairs. Deals are holding off, the prospective purchasers giving the excuse for delay that "we will not order until after the Fair." In our opinion it would be a blessing to the trade if the thresher companies would advertise that they would make no exhibitions at fairs for the season of 1907.

Two months ago your correspondent reported that Mr. George K. Wilson, General Manager of the Northwest Thresher Co., of Stillwater, Minn., visited this city and selected a site for a large warehouse, to have a full block frontage on the Great Northern R. R. line. On June 18th the Vice-president of that company, Mr. Henry V. Wolfer, visited Brandon and confirmed the location previously selected by Mr. Wilson. As soon as the road is constructed and trains are running into the Wheat City, the firm will start the erection of their warehouse. Their location is immediately west of the site recently secured by the International Harvester Co.

From August 1st to 6th the Western Fair will be held in Brandon, and the indications are that it will exceed any previous event of the kind held here. It is recognized as the "Farmers' Fair" because they realize that this is the place to hold an annual exhibition, due to its central geographical position and its railroad facilities from all parts of the Province. The Board are not sparing means and energy to make this year's show a greater success than any previous exhibition. The grounds are looking beautiful. The Horticultural Society have shrubs and flowers planted in neat plots of various designs and the trees are growing remarkably. The birds and animals are a great drawing feature and hundreds of visitors drive to the grounds weekly to have a look at Brandon's attempt at a Zoo.

Never invest outside your own business; what you make in it you will probably lose outside. The slow plod is the only sure way.

After the Trade.

The latest addition to firms from across the line seeking a share of the agricultural machinery business of Western Canada is the La Crosse Implement Co., of Minneapolis, Minn. After a careful investigation of conditions, and a full realization of the importance that improved farm tools is bound to take in the development of the country, this concern has decided to make a determined effort to secure a portion of the trade. With this end in view they have secured as their representative Mr. C. C. Bogle, who was formerly connected with the Norris Mfg. Co. prior to the reorganization of that company and the changing of its name to the Norris Implement Co. Mr. Bogle is already well known to many members of the implement trade of the West, who will welcome him back into this country. He will travel over the entire territory in the interest of his new connection. The lines handled by the La Crosse Implement Co. includes drills, wheel, disc and walking plows; disc and drag harrows, etc. With a reputation of turning out goods of excellent quality across the line we predict a bright future for this company in Western Canada.

"Quality Tells."

That the Melotte Cream Separator Co., of this city, believe in their motto "Quality Tells," with respect to their advertising literature, as well as in connection with the manufacture of their well known cream separators, is evidenced by the attractive and pleasing appearance of a natty catalogue we recently received from them. This brochure is neatly printed in colors and on a superfine quality of paper. The numerous half-tones scattered throughout the pages, showing the different size machines and parts, are particularly nice, being brought out to the fullest advantage.

Mr. Antliff, the manager of this company, informed us that they would be pleased to mail a copy of this booklet to any dealer making application. He reports a splendid business during the past spring and stated that the outlook for future business was exceedingly bright. When writing for a copy of this catalogue kindly mention Canadian Farm Implements.

THE MANITOBA LINE

FOR

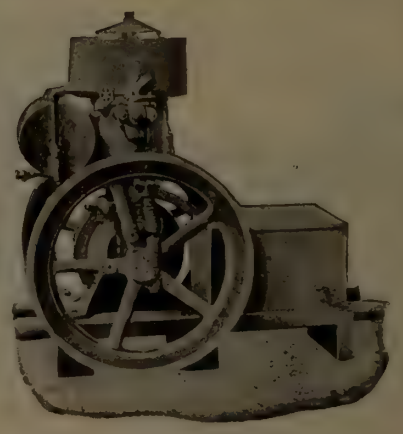
PROFIT

PROGRESS

PERFECTION

THE "MANITOBA"
is the most scientifically designed Mill the world has yet produced. Specially constructed to meet Western Requirements

It will pay you to get our Proposition before Contracting for 1906



The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

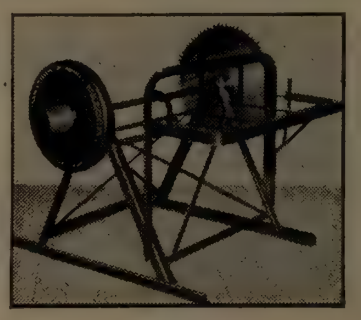
The Famous "MANITOBA" Pumps known and recognised throughout the West as the "Standard of Excellence."

WE PROTECT THE TRADE

We manufacture the Daisy Hayes double cylinder force pump in black and galvanized.

We are located in the West. Prompt Delivery. Cheap and Quick Repairs.

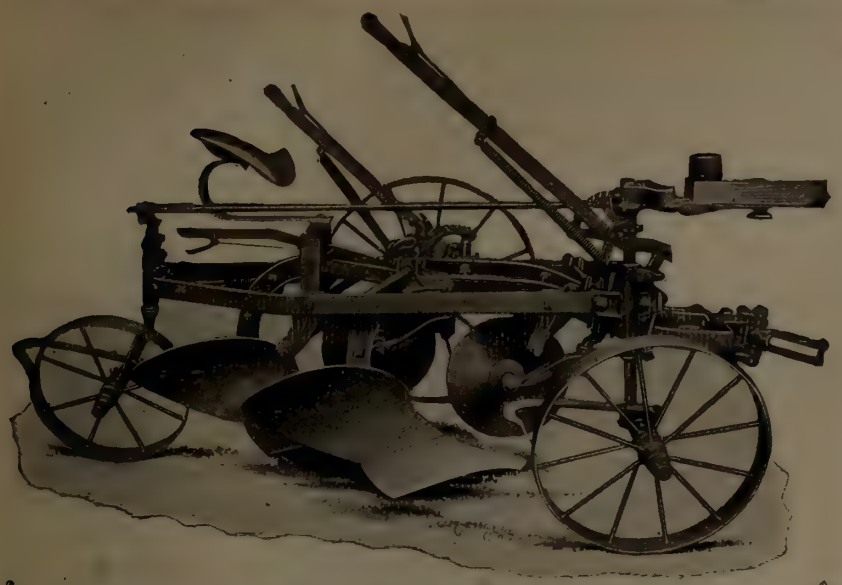
WRITE FOR CATALOGUES



"MANITOBA" Steel Frame Saw. Absolutely all Steel

The Manitoba Windmill and Pump Co., Ltd.

Box 301. BRANDON, Man, Manufacturers.



Paris New Light Lift Gang.

This Plow has all the latest improvements, is well and strongly made of the very best material, and for cleaning qualities, lightness of draft and simplicity of construction it can not be excelled.

We Carry a Full Line Including

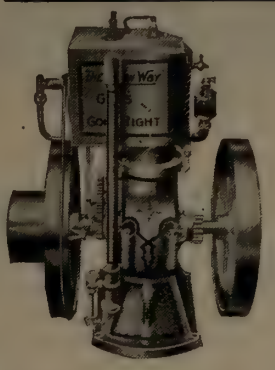
DISC AND DRAG HARROWS, FEED GRINDERS, AND THE FAMOUS "SUCCESS" MANURE SPREADER.

Office and Warerooms, Cor. of Logan and Nena.

PARIS PLOW CO., - WINNIPEG

THE "NEW-WAY"

Air-Cooled Gasoline Engines



3½ H.P. - - SINGLE CYLINDER

7 H.P. - - DOUBLE CYLINDER

They are the most suitable Engine for use in Western Canada ever offered to agents.

They use no water and cannot freeze.

Run equally well in hot or cold weather.

HERE IS WHAT ONE AGENT STATES:

Morris, Man , June 14th, 1906.

The Cooper Gasoline Engine Co.,
Winnipeg, Man.

Dear Sirs, - The 3½ h.p. "NEW-WAY" Gasoline Engine sold to Mr. Evans is giving entire satisfaction. The record run so far is 64 cords of Tamarac wood, making two cuts in two days with a 28-in. saw. For the size and weight of the engine I never saw anything develop so much power.

Yours truly, GEO. LANE.

WE WANT AGENTS. WRITE US FOR OUR PROPOSITION.

THE COOPER GASOLINE ENGINE CO.,

313 DONALD STREET, WINNIPEG.

CHATHAM WAGONS

A Wagon carefully made from good stock, thoroughly seasoned, ironed off in a substantial manner, painted and finished right up-to-date. A Wagon with twenty-five years of experience behind it, and a desire to give every dealer a square deal; and a Wagon that will please the farmer.

It costs you nothing to get full particulars—a postal card, that's all.

H. F. ANDERSON & CO.

WINNIPEG, MAN.

THE CHATHAM WAGON CO., Limited,

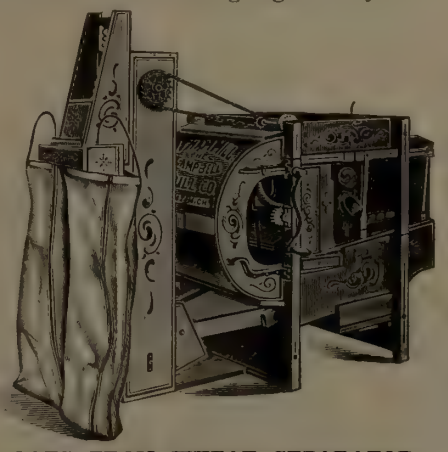
CHATHAM, ONT.

WE GIVE EXCLUSIVE TERRITORY TO AGENTS AND DEALERS.

We wish to secure a good live agent in every town in Western Canada to sell our Fanning Mills, Farm Scales and Incubators.

We will protect agents in territory given. We propose to handle our business through agents only.

The Famous Chatham Fanning Mill



The Best Advertised Farm Implement on the Market.

OATS FROM WHEAT SEPARATOR

SEE OUR EXHIBIT AT THE FAIRS.

WRITE OUR MANAGER:

WM. ATWELL, BRANDON. MAN., OR J. I. CAMPBELL, CALGARY, ALTA., For Agency Contracts

We Make a Superior Farm Scale, Fitted with Stock Rack.

We Make the Chatham Incubator and Brooders.

WAREHOUSES AT CALGARY, REGINA, BRANDON, WINNIPEG.

The Manson Campbell Co., Brandon, Man., Calgary, Alta.

Head Office, CHATHAM, ONT.

Calgary.

Mr. Bryan, of H. F. Anderson & Co., Winnipeg, was a visitor in Calgary recently.

Messrs. M. McHardy, of Okotok and J. M. Martin, Airdrie, were visitors in Calgary lately.

Mr. R. B. Smith, traveller for Gray's Carriages, has been sick for the past three weeks but we are glad to learn that he is now rapidly recovering.

Mr. D. P. Herrigan, representing the London Wire Fence Co., has opened up an office here, with headquarters at the warehouse of R. A. G. Bell.

Mr. John Menzie, of Minnedosa, Man., was another Manitoba implement man to visit Calgary lately. He was on his way to Banff for a holiday.

Mr. E. Gardiner, of The Frost & Wood Co. staff in Manitoba has arrived here to take charge of the collections in the North for the Company. He will probably spend some months in Alberta.

Mr. J. P. Minhinnick, of Frost & Wood Co., and W. G. Hunt, of Massey Harris Co., spent several days in Edmonton recently. At the time of this writing Mr. Hunt is again a visitor to Edmonton, being up at the Annual Fair.

Mr. J. H. Housser, Secretary of the Massey Harris Co., Toronto, spent some time in Calgary, also taking a run up to Edmonton while here. He expects to visit Regina and Winnipeg on his return trip, and reports business conditions as excellent in the West.

Mr. A. G. Watson, of The Watson Mfg. Co., Winnipeg, was in the city a short time. He is making his annual western trip and is covering the entire country this time, by returning to Winnipeg via Canadian Northern from Edmonton, having come out on the C. P. R.

Mr. C. W. C. Westaway, who has had charge of the collections here for the Massey Harris Co., recently received a very deserved promotion. He has been given charge of the collection department in their Regina office. He leaves for a month's vacation at his home in Brantford, and will return to Regina some time in August.

Largely as a result of the spring crop prospect the sales of agricultural implements has been exceptionally heavy and all the firms report a very heavy trade in the south and central territory. In addition, the sales have been greatly increased, owing to the heavy immigration, so that taking it all around this is so far the best year Alberta has ever had from the implement sales point of view.

Spring wheat, oats and barley did not make very fast headway early in the season on account of the lack of rain. Since the latter part of April there has been plenty of moisture, however, and, with the coming of hot weather, about three weeks ago, the growth has been very rapid and a splendid harvest is practically assured. This condition applies to practically the whole of southern and central Alberta.

Mr. Alfred W. Trickey, the popular cashier for the Calgary branch of The Massey Harris Co., was married in Toronto on June 27th to Miss Georgina G. Findlay, daughter of Mr. and Mrs. J. G. Findlay, of 374 Bathurst Street. The ceremony was performed at the home of the bride's parents, after which the happy young couple left for a month's visit at Eastern points. They will return to Calgary about the end of this month.

The crop prospects in southern Alberta have been looking very bright during the last two weeks. On account of the early spring being very dry, that part of the fall wheat which was sown too late last fall did not come up, or what did come up did not thrive for long, and as a result, quite a number of farmers will be heavy losers thereby. However, the greater portion of those who sowed fall wheat in the proper season are going to have an excellent crop.

The Calgary Fair this year is expected to be the best ever held. Exhibits in all live stock classes exceed any other year by over 100 per cent, and other departments show the same growth. The attractions, including races, are the very best to be had, and the management expect to report when the fair is over "The Banner Fair." Generous prizes are offered, and accommodations will be good. The only complaint to be made by the management will likely be lack of implement exhibits.

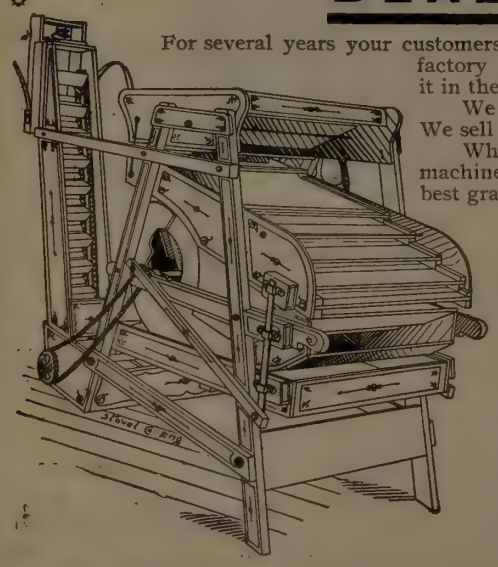
The latest evidence of Calgary's progressiveness is the establishment of one of the largest and best equipped automobile garages in Western Canada. It also includes an expert repair department and the whole establishment is a credit to the owners, Messrs. W. H. White, of the Moline Plow Co., and C. A. Grasswick. Mr. Grasswick, who is himself an expert in this line, has full charge of the management, and at the present time has from ten to twelve machines for sale or hire. The garage is in a prominent, central location, and the number of machines out all the time is an evidence of their popularity. Their building is located on Seventh Avenue, just two doors from Centre Street.

The Alberta representatives to the convention of the U. T. C. held at Albert Lea, Minnesota, were Mr. H. W. White, of The Moline Plow Co., and Mr. A. G. Austin, of the International Harvester Co., two of the best known implement men in the West. They report having attended a most successful and entertaining convention, in addition to having had a number of other very pleasant experiences. They started in to teach geography to a few benighted souls who were not altogether sure just where Calgary, Alberta was located. Before they returned they had a badge on every man as a souvenir reading — "Sunny Alberta," "The World's Greatest Winter Wheat Belt," and every man there knew definitely just where it referred to. Nothwithstanding all the hospitality and good times the visitors received, our representatives were glad to get back again to "Sunny Alberta."

Again to the Fore.

Again the Vermont Farm Machine Co., of Bellows Falls, Vermont, manufacturers of the famous U. S. cream separator, is to the fore with a handsome little publication dealing with the merits of their machine. It is printed on first quality paper, and is full of valuable information for both the progressive dairyman and the up-to-date dealer; and should be on file in the office of every member of the trade. There are many beautiful half-tones scattered throughout the fifty odd pages of the phamphlet, and these give much added effect to its attractiveness. The cover is a dainty piece of work, showing a "daughter of the farm" operating a U. S. separator, while her older sister is busily engaged in bringing in the milk. Altogether the booklet is a charming little production, and we trust that every dealer who writes for it will mention Canadian Farm Implements.

DEALERS



For several years your customers have been looking for a satisfactory grain cleaner. They will find it in the "HERO."

We don't peddle our machines.—We sell to the trade only.

When you are handling the best machinery in other lines, handle the best grain separator on the market.

Your success depends on the prosperity of the farmer; his in turn depends on the quality of his seed. The "Hero" will satisfy him because it will clean with equal facility wild oats or other foul seeds from wheat.

We have the machine that will interest you, that will pay you, and that will satisfy your customers.

See our Exhibit at Winnipeg and Brandon Exhibitions.

MANUFACTURED BY

Dow-Wadge Implement Co., Ltd.

COR. C.P.R. and JACKSON AVE.,

ELMWOOD, - WINNIPEG

HARDWOODS - - -

Manufacturers and Importers of Vehicle Wood goods of all kinds.

We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

D. Ackland & Son, Ltd.,

67 Higgins Ave.,

Winnipeg, Man.

Gentlemen !

Here is something that

Will Interest You

You want a good reliable

Wind Stacker

and

Chaff Blower

to supply the demand of your customers.

We have it, the best on market, easy to operate, easy to run. Lightest Blower on the market, strongly built and neat in appearance. We give you an absolute guarantee. Last year we replaced nearly all makes of stackers. Every blower that we placed on the market are on the machines yet, not one of them have been displaced or taken off. This alone speaks for itself.

Send for Price-Lists and descriptive Circulars to

The Neepawa Manfg. Co., Ltd.

NEEPAWA, MAN.

"Burridge Cooper" Engines

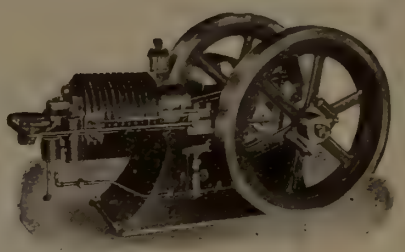
The OHIO Gasoline Threshing Engine.

THE BEST FOR THE WEST

The ***OHIO*** leads all competitors because of its

EFFICIENCY, DURABILITY, SIMPLICITY.

Our Air-Cooled Gasoline Engine



Burridge Cooper Air-Cooled 2, 3, and 6 h. p.

No water to freeze.

No oil to leak.

No complicated fans to get out of order.

Perfect in every respect. Every engine fully guaranteed.

See our exhibit at Winnipeg Fair.

Write us for Catalogue and full information.

Burridge Cooper Co., Ltd.,

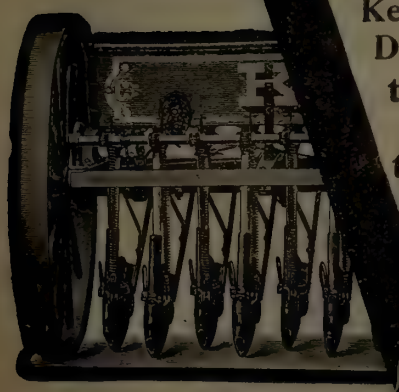
152 Henry Ave. East, Winnipeg.

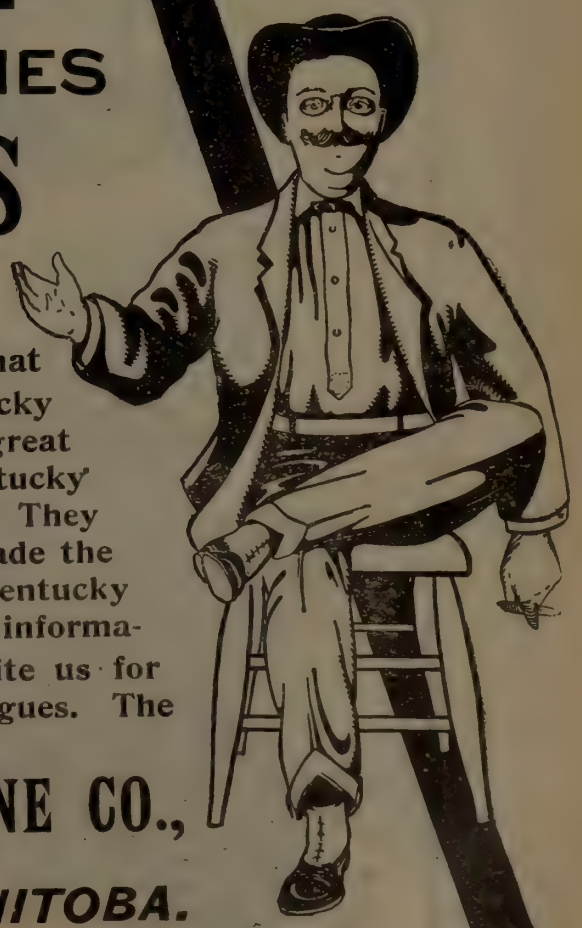
"IT'S A CINCH—"

TO SELL GOOD MACHINES

KENTUCKY DRILLS

Are "Good as Wheat in the Mill."





They are GOOD, and they do the kind of work that makes good friends of particular farmers. Kentucky Drills are made especially for the farmers of the great North-West. Closed delivery, zig-zag Single Disc Kentucky Drills enable the farmer to get into his fields early. They have all the labor-saving devices that have made the Kentucky famous. We can't tell you all about Kentucky Drills in this space, but we can and will give you information that will prove profitable if you will write us for our special agency proposition and free catalogues. The time to act is NOW.

AMERICAN SEEDING-MACHINE CO.,

CANADIAN DIVISION,

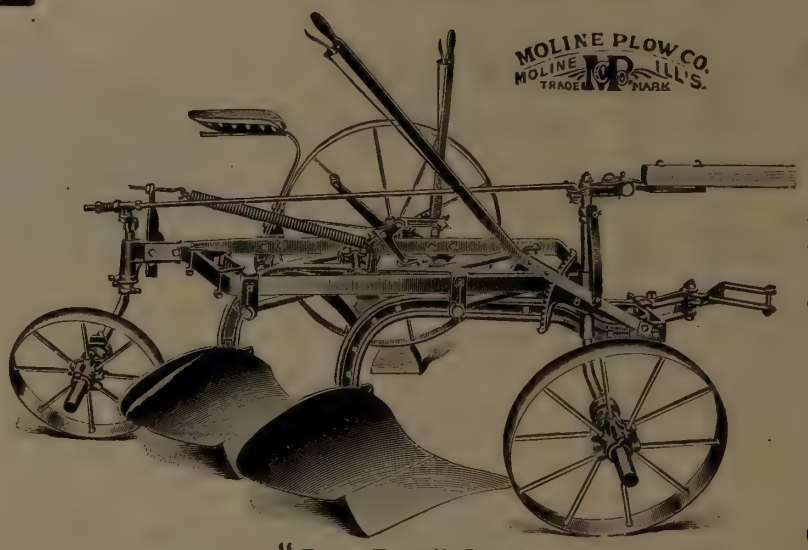
WINNIPEG, MANITOBA.

THE

Flying Dutchman Line

IS

A Line of Winners.



"Best Ever" Gang.

Canadian Chief Gang.

"Economy" Disc Harrow

Moline Walking Stubble Plows
Western Queen Handle Breakers
Kansas King Handle Rod Breakers
Northern Queen Handle Brush Breakers

County Road Plows
Railroad Plows
Scotch Clipper Handle Plows
Knocker Potato Diggers

Good Enough Sulkys
Best Ever Sulkys
Good Enough Gangs
Best Ever Gangs

Canadian Chief Gangs
Wheel Walking Gangs
Engine Gangs

Economy Disc Harrows
Moline Steel Lever Harrows
Moline Reversible Disc Harrows
Success Harrow Carts
Etc., Etc.

Now is the time to think of securing the best line for 1907. We extend you a most cordial invitation to make our Office and Sample Rooms your headquarters during the Winnipeg Industrial Exhibition, and at the same time go over our various lines thoroughly.

Canadian Moline Plow Co.

Winnipeg, Man.

The Canadian Moline Plow Company

Will not Exhibit at the Fair Grounds

They will, however, extend to you a most hearty welcome at their Office and Sample Rooms

Corner Logan Avenue and Chambers Street

Take a BELT LINE CAR going in either direction

Their Display

Comprises

Genuine T. G. Mandt Wagons
Mandt Farm Trucks
Mandt Sleighs
Wisconsin Trucks
National Manure Spreaders
Grain Tanks
Steel Wheel Trucks

Original Fish Bros. Racine, Wis., Wagons
Crescent Canadian Wagons
Stover Ideal Feed Mills
Ideal Horse Powers
Stover Saw Frames

Durant Dort Carriages
Democrats
Delivery Wagons
Carts, Etc.
Henney Buggies and
Mountain Work
Munro-McIntosh Cutters
Lull Express Sleighs
Success Grain Drills
Webber Angle Seive
Fanning Mills
Channel Steel Harrows
Boss Wood Harrows
Etc., Etc.

THE CANADIAN MOLINE PLOW CO., WINNIPEG

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

SUBSCRIPTIONS.
Fifty Cents per year. Single copies Five Cents
[Postage Paid Anywhere.]

ADVERTISMENTS.
RATES MADE KNOWN ON APPLICATION.
Change of Copy for Advertisments should reach this office not later than the 5th of each month—Cuts and Copy for New Advertisments can be received as late as the 10th of each month.

This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
F. G. VANVLEET - - Vice-President.

Member Western Canada Press Association

EASTERN OFFICE:
1 Wellington St. W., Toronto, Ont.
CHICAGO OFFICE
4601 Champlain Avenue.
A. S. CORE - Representative.

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WINNIPEG MAN., JULY, 1906.

Is the Hudson's Bay Route Feasible?

Is the Hudson's Bay route a feasible project in connection with the transportation of Western wheat to the markets of the Old World? From time to time this interesting question is brought forward and there is a wide difference in the views expressed concerning it. Many are of Mr. James J. Hill's opinion and believe that the farmers of the West do not want to wait from one season to another before their wheat is marketed, while others contend that sooner or later the Hudson's Bay route will become a most important factor in the movement of the principal cereal crop of this country.

There are many forcible and able arguments put forth by those in opposition to the project. Undoubtedly the strongest of these is the length of time that would elapse between the cutting and the marketing of the grain. It is claimed that as the Bay and Straits are navigable only during the months of July, August, September and October storage would necessarily have to be provided at some point or points on the coast during eight months of every twelve. Under such circumstances the cost of holding the grain at these places would be enormous, more than equalling whatever might be saved in the land haul Great financial depressions would result, owing to the scarcity of money, the fullest development of the country would be greatly impeded, while the loss to other established interests would be tremendous.

On the other hand, those who favor the scheme take the stand that the time is rapidly approaching when there will be such an immense amount of grain produced that large quantities of it will have to remain over from one shipping season to another. At present they hold that much of the grain is not shipped the season it is cut and point out that it could be as economically held at some point or points on the Bay, to await the opening of navigation, as anywhere else. They reason that as the Hudson's Bay route is eight hundreds miles shorter to Liverpool than is the Montreal passage, the long expensive land haul of the wheat is practically eliminated and that the freightage by boat is trivial in comparison with that by rail. In view of these contentions they assert that half the saving of freight rates would be sufficient to cover the cost of storage.

From an unbiased standpoint there is much that may be said on the subject from either side. It must be remembered that until a thorough investigation of the possibilities of the Hudson's Bay route is made all that is said concerning it, is of a purely speculative character. We understand that last year the Geological Survey at Ottawa sent out a party in a chartered steamer to inquire into the climatic and geographical conditions affecting the proposition. The report of this party will be awaited with intense interest, particularly throughout Western Canada.

From our position we cannot see that this route will prove of such advantage as is claimed for it by its supporters. Until within the last few years the grain crop of the West has been almost entirely handled by one large railway corporation. Since then we have had two trunk lines at work and it is generally admitted that, with the exception of one or two blockades, the bumper crop of last season was most admirably handled. With two new transcontinental lines ready for the movement of 1907 grain, we believe that the West will be well looked after as far as the railway transportation problem is concerned. We believe that the keen competition that will take place among the different companies for the trade will prevent combines on freight rates, and at the same time reduce them to the lowest possible figures commensurate with a fair profit for the different roads. With the Railway Commission in existence there is little to fear in the matter of exorbitant freight charges for this body will stand against any extortion.

Undoubtedly in time to come the Hudson's Bay route will be utilized to some extent in the carrying of wheat from the far north, but until that country is more fully settled and grain is grown there in larger quantities than at present, the practicability of the project is questionable.

Winnipeg Needs a Publicity Commissioner.

For some time past considerable agitation has taken place in certain circles for the appointment of a publicity commissioner and the organization of a publicity bureau. Already the nucleus of such an enterprise is in existence in the Winnipeg Industrial & Development Association, but so far it has never really been active. Members of the Winnipeg Wholesale Implement Association, who attended the annual banquet last spring, will remember the address of Mr. C. N. Bell, secretary of the Board of Trade, in which he so strongly urged the appointment of an official to look after the advertising interests of the city.

With a by-law providing for a municipal power plant, and the possibility of cheap power increasing every day, and with the ever growing hope that Winnipeg may yet take her place among the manufacturing cities of the Dominion, it is imperative that an information bureau be organized to carry on an active and progressive publicity campaign, and that a first-class manager be placed in charge. Many other cities and towns in the West have already made such appointments and are reaping the benefits, and there is really no good reason why Winnipeg, the metropolis of Western Canada, should lag behind in this respect.

As Mr. Bell said during his address, "Whatever results in benefit to Winnipeg results to the advantage of the whole country." We do not think there can be any difference of opinion on this point. Anything that will make for the future welfare of the city means much for the ultimate prosperity and advantage of the whole country.

We believe that most of the implement jobbers of this city favor an appointment of this kind. The matter might profitably be brought before the members of the Winnipeg Wholesale Implement Association and thoroughly discussed. None of the business men of Winnipeg know better the value of judicious advertising than the jobbers and manufacturers of agricultural implements and machinery, and none are more competent or would have more influence in urging immediate action by the City Council in this matter.

Personals.

The firm of Wilson & Mayherry, Newdale, Man., has been succeeded by Mr. William Green.

Mr. J. Winters is opening up a harness establishment at Vermillion, Alta.

Mr. R. H. Orr, implement dealer at Boissevain, Man., has been succeeded by Orr & Moore.

Mr. J. Bambridge is the name of a new dealer in vehicles and harness at Saskatoon, Sask.

Mr. T. P. Jackson is a new beginnner in the implement business at Elgin, Man.

White & Grasswick have just opened up an automobile garage in Calgary.

Mr. M. Jones is the name of a new dealer in harness at Drinkwater, Sask.

Mr. I. C. Nelson, President of the Stewart Nelson Co., has just returned from a business trip to the South.

Mr. J. C. Reid, implement dealer at Deloraine, Man., recently opened a branch warehouse at Goodlands, Man.

It is reported that Mr. O. C. Wixon, who has been engaged in the harness business at Raymond, Alta., is closing out.

Mr. I. P. Miller, who has been engaged in the implement business at Osler, Sask., has sold out to S. C. Fowler.

Mr. Archie Watson, Manager of the John Watson Mfg. Co., of this city, has just returned to the office from a trip of a month's duration in the West.

Another addition to the implement trade of the West is Mr. Elbert Hanson, who recently opened up at Lajord, Sask.

Mr. A. C. Morris, Auditor of the Ontario Wind Engine & Pump Co., of Toronto, Ont., is spending a two weeks' visit with the Winnipeg branch of the company.

Mr. Adam Russell is the name of a new beginner in the implement trade at Taber, Alta. He recently succeeded to the business of Mr. W. F. Russell.

Messrs. Stewart and Scramlin, well known members of the trade at Halbrite, Sask., sold out a short time ago to the Saskatchewan Distributing Co.

Mr. Geo. Burnett is the name of a new addition to the implement trade at Elm Creek, Man. Mr. Burnett opened up there about the end of May.

Mr. John E. Menzies, implement dealer at Minnedosa, Man., who has contemplated the disposal of his business for some time, recently sold out to Mr. W. Drummond.

Wright & Fetterly, who have been conducting a harness business in Fort Saskatchwan, Alta., have been succeeded by Fetterly & Phillips.

Mr. George Kirkland, Manager of the Winnipeg Division of the Sawyer Massey Co., recently returned from a two months' visit to the headquarters of the company in the East.

Mr. E. W. B. Snider, President of the Waterloo Mfg. Co., of Waterloo, Ont., with Western headquarters in this city; was here for a few days recently visiting the local branch of the company.

The Dominion Department of the Interior have awarded a contract to the Ontario Wind Engine & Pump Co., Ltd., to erect a 120,000 gallon tank on the side of Sulphur Mountain at Banff, Alta.

It is understood that the Adams Wagon Co., of Brantford, Ont., whose products are handled in Western Canada by the Cockshutt Plow Co., intend to erect extensive additions to their present plant.

Mr. A. J. Stokes, who has been conducting a harness business at Balgonie, Sask., recently closed out at that point and moved to Sedley, Sask., where he is carrying on his old trade.

Mr. A. E. McKinstry, Canadian Sales Manager of the International Harvester Co., with headquarters in Chicago, Ill., was in the city for a few days early in the month visiting the local offices of the company.

Mr. J. S. Cosgrove, Napinka, Man., was in the city a few days about the first of the month, visiting the Balfour Implement Co. He reports conditions exceedingly bright with regard to trade and crops.

We have learned that the Consumers' Cordage Co., of Montreal, Que., have decided to close out their branch at Toronto. They have appointed the Colonial Cordage Co. to act as their representatives at the latter place.

The progressive firm of Wenman & Green, Souris, Man., who recently took over the implement business of F. V. Young & Co. of that place, have purchased the business of Mr. R. E. Hale, another well known Souris dealer.

Mr. R. H. Potter, Assistant Manager of the local branch of the International Harvester Co., recently returned to the city from a trip to the South. He was absent a month and reports an A-1 time.

Mr John Norris, Manager of the Norris Implement Co., of this city, recently returned from an extended trip to the South and East, where he was on business for his company. While away Mr. Norris visited Minneapolis, Chicago, Detroit, Toronto, and several other points.

Mr. P. W. L. Briar, Secretary-Treasurer of the Stewart Nelson Co., has just returned to the city from a flying trip to Toronto and other Eastern points. While away he visited the plow and wagon factories of the Wilkinson Plough Co., whose goods his concern handles in Western Canada.

Mr. J. C. Bevin, of the Stickney Gasoline Engine Co., St. Paul, Minn., was in the city for a few days during the past month, visiting the Ontario Wind Engine & Pump Co. Mr. Bevin, who is an old time Winnipegger was delighted with the progress the city has made during the last few years.

Mr. Jas. Russell, agricultural implement dealer at Leavings, Alta., not content with all the profit that may be secured in the pursuit of the elusive farmer, has decided to care for the bodily and internal comforts of the travelling public. In other words, he has opened up in the hotel business. We wish him every success.

The Canadian Manufacturers' Association will hold its annual convention in Winnipeg this year. The sessions of this body will cover a period of three days, lasting from September 17th to 19th. Local members of the organization intend putting forth every effort to make this the greatest meeting in the history of the Association.

We have been notified by the Great West Saddlery Co. that they have adopted a trade mark, and in future the "horse shoe brand" will be found on all the horse collars, harness and saddlery made by them. They also inform us that other manufacturers in the saddlery business in Canada, using their trade mark will be liable to prosecution.

Mr. Chas. R. Knapp, general Manager and Secretary of the Winona Carriage Co., was in the city for a few days during the middle of June visiting A. C. McRae. Mr. Knapp makes periodical visits to Winnipeg and is greatly impressed with the city's possibilities. He was delighted with trade conditions and looks forward to a great future for Western Canada.

Mr. Robert Connell, of the Neepawa Mfg. Co., of Neepawa, Man., was in the city for a few days during the past month. While here we had the pleasure of a short interview with him, in the course of which he stated that the trade outlook was excellent. With regard to crop conditions in the Neepawa district, he informed us that the prospects for a bumper yield were never better.

The Northwest Thresher Co., of Stillwater, Minn., with a branch in Winnipeg, have selected Brandon as the place from which they will distribute their goods in the West. Mr. Henry Wolfer, Vice president of the company, was in the city for a day or so, coming and going from the Wheat City. He selected a site, west of Eighteenth Street, between the C. P. R. and Great Northern right of way, where his firm will erect a building 120 x 250 feet.

Dame Rumor has it that at their next convention for the nomination of presidential candidates, the Democratic party of the State of Michigan will endorse Mr. John F. Bible, President of the Ionia Wagon Co., of Ionia, Mich., for the Vice-presidency of the United States. While we are not vitally interested in United States politics, we note with pleasure the political advancement of any of our friends of the trade. Should Mr. Bible be elected as the candidate of the National Democracy for the Vice-presidency, we wish him every success.

The Dow Wadge Implement Co., who recently moved from Charlotte Street to Jackson Avenue and C. P. R. track, Elmwood, are rapidly getting their new factory into shape. This is a two storey building 36 x 80, covered with metal sheeting, and is so located that the company have most desirable trackage facilities. We understand that it is the intention of this concern to add numerous other lines, and we believe they will put forth every

We want to meet you

Come

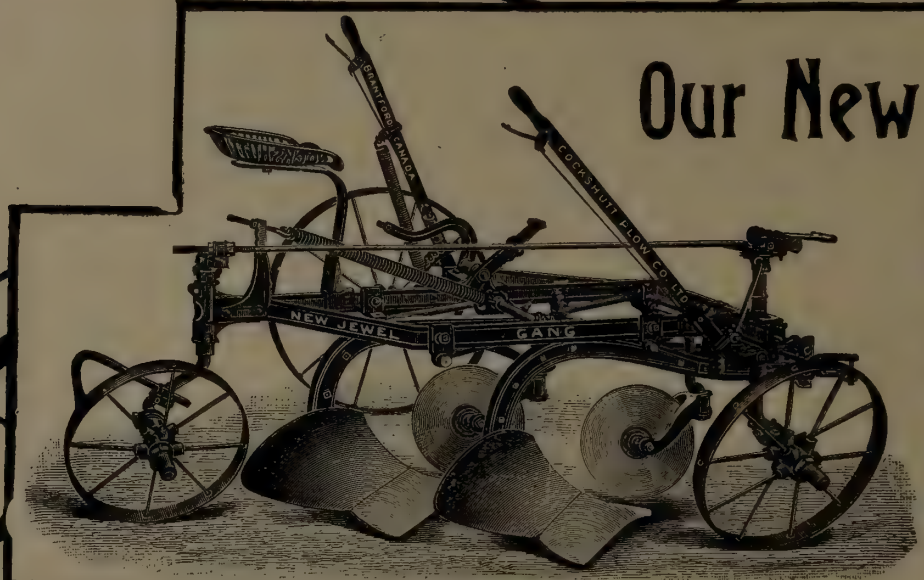
And for this reason extend a cordial invitation to every dealer in Western Canada to visit us when in the city. We have nice, cool quarters and a magnificent view of the wholesale section of Winnipeg. Come, and you will be most heartily welcomed. Don't forget our address:

Come

901-2 Union Bank Bldg., CANADIAN FARM IMPLEMENTS Winnipeg, Man.

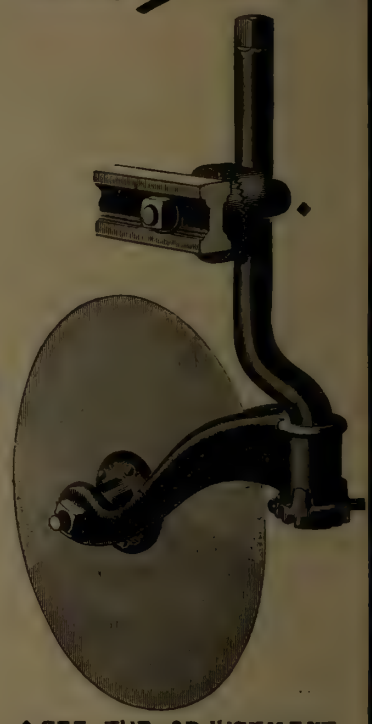
THE Cockshutt Specialties.

"We Plow the Prairie."



Our New Jewel Gang Plow

And Some Of Its Special Features

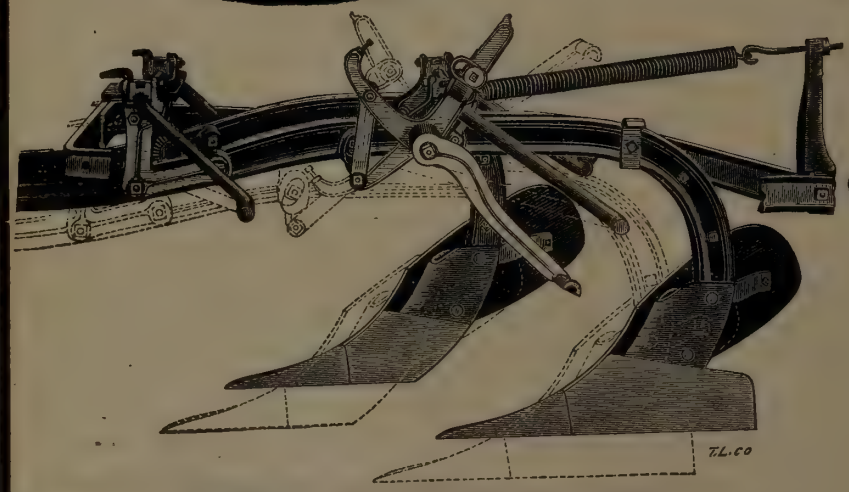


◆ SEE THE ADJUSTMENT

Note one of its

SECRETS of STRENGTH, viz.

This Bridged Malleable Standard



Also observe our new foot lift device which is light, simple, effectual and convenient.

COCKSHUTT PLOW CO Ltd

Winnipeg, Regina and Calgary.

MORE COCKSHUTT IMPLEMENTS

"WE SEED THE SOIL"

Look

Well into the cut of this Drill, you will find three distinct kinds of shoe, viz.,—Double Disc, Single Disc, and Drag Shoes, each shoe in itself being perfect, showing that we consider every desire of every farmer everywhere.

TAKE YOUR CHOICE

COCKSHUTT SHOE DRILL

Consider —

The horses — that adjustable cleavis on the hitch of the Cockshutt Drills—by raising or lowering the double trees takes weight off the horses. The Ratchet Drive insures the feed motion. The revolving axle prevents sagging, and all kinds of grain, even flax, may be sown with ABSOLUTE REGULARITY.

See Both Sides

Of our Single Disc. The convex side shows Scraper and Self Oiler; its concave side shows Bearing with Drag Bar attached.

CONVEX CONCAVE

Every Farmer

And ever Dealer on Canadian soil will profit by a visit to our well stocked Show Rooms, specially laid out for

Exhibition Visitors

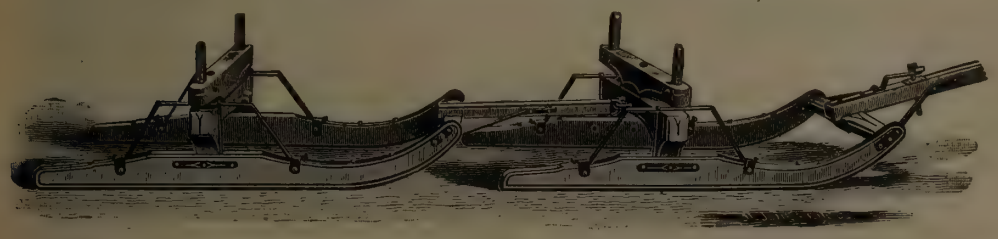
Our Double Disc Shoe

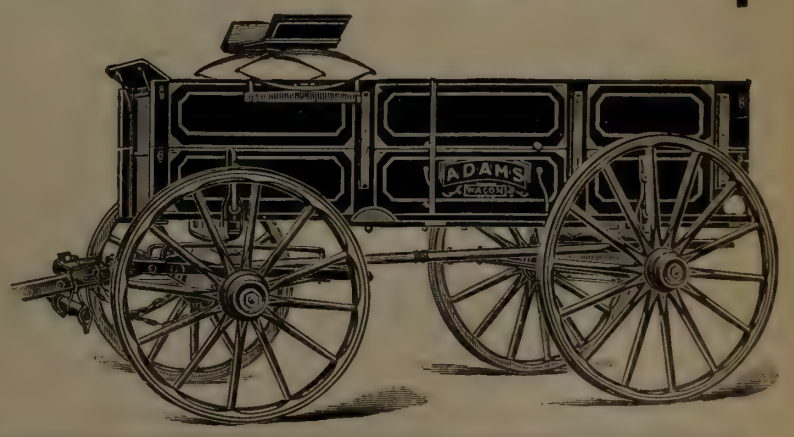
More and More. We also Manufacture and Show: STEAM PLOWING GANGS—DISC PLOWS—DISC HARROWS—IRON HARROWS—CULTIVATORS—CARRIAGES—CUTTERS—WINDMILLS—GRINDERS, Etc.

The Adams Wagons and Sleighs

Undoubtedly

"Adam's" was the first farm wagon on earth, and ADAMS FARM WAGONS AND SLEIGHS continue to maintain that first position. "Is it an 'Adams'"? settles all questions concerning lightness, durability and quality.





COCKSHUTT PLOW CO Ltd

Factory: **BRANTFORD.** Western Branches } **WINNIPEG, REGINA & CALGARY.**

The Home of the Moline Wagon Co., Moline, Ill.

Personals – Continued.

effort to keep their goods up to the high standard they have already set.

Mr. W. H. Hutchinson, President of the Fairchild Co., has just returned from a six weeks' trip to the East and South. During his absence Mr. Hutchinson placed his orders for the coming year's business. He visited Minneapolis, Chicago, Moline, Ill.; Aurora, Ill.; Toronto, Markham, Ont.; Brockville, Ont.; Listowel, Ont.; Aurora, Ont.; London, Ont.; Hamilton, Ont.; Niagara Falls, and other Canadian and American cities. Mrs. Hutchinson, who was spending a couple of months with relatives and friends in the East, returned home with him.

Mr. M. H. Davis, Secretary and Treasurer of the La Crosse Implement Co., Minneapolis, Minn., was in Winnipeg for a few days during the early part of the month. His visit here was for the purpose of completing arrangements for an exhibit which they will have at Winnipeg Fair, and also to look into matters in connection with trade in Western Canada. He was very pleased with the optimistic reports regarding conditions, and feels confident that a great future lies before this country. Before returning to Minneapolis, Mr. Davis visited Brandon and several other points throughout this territory.

At the last regular monthly meeting of the Board of Directors of the Frost & Wood Company, Limited, at Smith's Falls Ont., Mr. Charles B. Frost, the President and General Manager of the concern, resigned his position as general manager, and Mr. R. J. Whyte, who, for some time past has been assistant general manager, was elected to the position of general manager. Mr. Whyte has been with the Frost & Wood Company, Limited, for the past sixten years, and during that time has risen from post to post until now he directs the affairs of one of the largest industrial concerns in Canada. This last promotion is a well deserved tribute to the ability of Mr. Whyte, both in his mastery of the details of a large business, and of his close attention to the best interests of the company.

Messrs. Elliott, Newton and Crozier all members of the management of the Detachable Boiler Flue Co., of Minneapolis, Minn., were in Winnipeg for a number of days during the past month. The object of their visit was to interest capital in the manufacture of their patent detachable boiler flue. If they are successful in this connection it is their intention to open up a manufacturing plant in Winnipeg. Speaking with Mr. Crozier, the inventor of this detachable flue, he informed us that its advent met with a signal success across the line, and he looks forward to a similar state of affairs on this side as soon as the merits of the flue are advertised and it is placed on the market.

On the 4th of July, Mr. C. W. Northcott, accountant of the local branch of the Ontario Wind Engine & Pump Co., was united in marriage to Miss P. McFarlane, formerly head of the stenographic department of the same company. That both these young people were held in the highest esteem by their fellow-workers and the management was evidenced by their being the recipients of a handsome, complete set of silver, suitably engraved, from the local branch. Mr. Northcott and his bride will spend their honeymoon trip in the East, travelling by way of Duluth, the Great Lakes, and Sarnia to Toronto. They will take up their residence in Winnipeg after an absence of about three weeks. We have much pleasure in extending our heartiest congratulations to Mr. and Mrs. Northcott.

Mr. W. P. Wells, Manager of the International Harvester Co., at Regina, was in Winnipeg on a flying trip during the past month. While here he paid us a visit which was thoroughly enjoyed. Discussing the crop outlook in Saskatchewan, Mr. Wells stated that everything was in excellent shape and the farmers and dealers of that province were most optimistic as to the outcome. He reported a first-class demand for the products of the International Harvester Co., and said that they were considerably hampered owing to cramped quarters. It is understood that his company are making arrangements for the erection of a large and up-to-date warehouse at Regina. We were informed by Mr. Wells that members of the trade in Regina were gratified at the organization of a local association, believing it would result in great benefit to all.

The Fairchild Co. recently let the contract for considerable alterations to their warehouse at the corner of Princess Street and Sutherland Avenue. This contract calls for the raising of the present top storey to eleven feet to ceiling and the addition of two extra storeys. When completed, this warehouse will be six storeys high by 80 x 150 feet. This increased space, together with their auxiliary warehouse 200 x 38 feet on the same spur track, will give the company approximately 90,000 square feet of floor space, or about 300 cars storage capacity. While in Regina recently Mr. H. W. Hutchinson, President and Manager of the company, concluded arrangements for the purchase of the magnificent new warehouse erected last fall by Mr. Thos. Wilkinson. This building is situated to the South of the railway tracks in Implement Row, and its dimensions are 50 x 120 feet, five storeys high.

A Magnificent Industry from a Small Start.

A master mind gave expression to the words: "Great oaks from little acorns grow," and we all know how true this is in connection with the evolution of things in the universe of nature. It is equally so in the industrial and commercial worlds. One has not far to seek in these fields to prove the truth of this assertion. Evidences of its authenticity are to be found on every hand. Let us take for an example the growth and progress of a well-known wagon manufacturing concern, which may be taken as a criterion of thousands of other industries in hundreds of other lines.

We refer to the Moline Wagon Co., of Moline, Ill., the originators of which, then in the acorn stage, established a small factory for making wagons at that point in 1854, over half a century ago. After a time a firm foothold in trade circles was secured, the acorn taking root; expansion begun, the sturdy growth of the trunk; agencies were established all over the country, the shooting out of branches; until at the present time, like the sound and fully developed oak, it stands as one of the most progressive and up-to-date, as well as one of the oldest, wagon manufacturing companies on the continent.

The products of this company need no introduction to the dealers of Western Canada. For many years they have been sold by the Fairchild Co., who control their sale in this country. The Moline wagon bears a most enviable reputation won for it by the high-class quality of materials and the unexcelled workmanship combined in the construction. This is not alone true of this territory but applies with equal force to every country into which this line has been introduced.

On this page we reproduce a very attractive halftone showing the home of the company as it stands today. Every year marks some new addition to the plant made necessary by the ever increasing demand for their products. These buildings are fully equipped with all the latest labor-saving and modern machinery used for wagon making, as well as for the packing and handling of finished goods.

Being believers in the value of printers' ink, the Moline Wagon Co. issued their Catalogue No. 30, a short time ago. This is a very neat, impressive, and complete book and, like all the work of this concern, bears the stamp of originality and quality. As one of our contemporaries recently put it: "We cannot call this a catalogue and do justice to it, it is more than that." It is. The valuable information contained in it, dealing with the general principles of wagon construction, and the many fine illustrationss showing the different types of vehicles made by this concern, both complete and in course of construction, will make it highly prized by the members of the trade. A copy of this list will be mailed every applicant upon application. Kindly favor us by mentioning our paper.

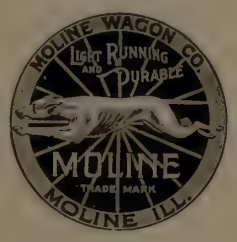
"Just as good as the MOLINE" is the argument used by other wagon manufacturers in soliciting trade.

Then why not buy the Moline and be absolutely sure you are getting the best?

It is the leading American wagon in Canada.

The FAIRCHILD CO., Ltd. General Agents.

Winnipeg, Regina, Calgary.



IMPLEMENT DEALERS—

ATTENDING THE EXHIBITION

AT

WINNIPEG

Are invited to make their headquarters at the office of

The FAIRCHILD COMPANY, Limited,

156 PRINCESS STREET,

WINNIPEG

BRANCHES AT

REGINA AND CALGARY

Have your Letters and Telegrams sent in our care.

We will show a full range of 1906-7 Cutter Styles.

SEE PAGES 2-4-8-31-36-38 FOR OTHER FAIRCHILD ADS.

Unexcelled Crop and Trade Conditions.

Canada West is tne last and is destined to be the greatest of all the Wests. This fact is accentuated at this time by the splendid reports received revelant to crop and trade conditions throughout the country. Realizing the interest taken by the implement fraternity in all that means for the benefit and prosperity of the farmers, we recently wrote a number of dealers and others asking for a short report of prevalent crop and trade conditions in their respective districts. These are as follows:

DAUPHIN, MAN.

July 10th, 1906.

A. C. Fountain: "The crops in this district never looked better. With favorable conditions from this out we will have the banner year."

CYPRESS RIVER, MAN.

July 10th, 1906.

An Observer: The wheat crop in this district is looking good, and is about a week or ten days earlier than last year. The wheat will be in head by July 12. There is an increase in acreage here of about two per cent. over last year, most of this being breaking. The cut worms have destroyed about two per cent. of the crop, this is all on summerfallow which was covered with small weeds.

MACGREGOR, MAN.

July 11th, 1906.

On the Spot: The acreage of wheat at this point is much the same as last year, with not more than 10 or 15 per cent. increase. So far nothing has occurred to injure the crops. Frequent rains, although not heavy downpours, have kept the growth steady and rapid. Wheat is heading out in many fields, and it is generally thought that harvest will commence early.

SOURIS, MAN.

July 11th, 1906.

Writer: The crops in this district are looking excellent and give promise of another bumper crop in this part of Manitoba. There is an increase in acreage of about ten per cent. and the crops could not be in better condition. Just enough rain has fallen to give good moisture to the ground and not enough to cause any damage to the crops in any way. All that is now required are a few local showers from time to time and warm weather, and harvesting should commence the first week in September.

MORRIS, MAN.

July 9th, 1906.

Crops: Conditions could not be better. Plenty of rain and warm weather have produced the best standard of wheat seen in the district in 30 years. Warm, dry weather is what is now needed.

MIAMI, MAN.

July 7th, 1906.

N. Tooke: "The crops in this section never looked better. Trade is about as usual so far, but indications are that there will be an active demand for binders and twine about harvest time."

ROSEBERRY, MAN.

July 5th, 1906.

J. Graham: "The crops in this neighborhood are splendid and promise a big yield. In the Glenora district some damage has been done by grubs and in one or two instances the fields had to be resown with barley. With these exceptions they have a fine crop, especially on new and summerfallow land. In the Huntly district the crops are simply immense, every thing looks grand, and no damage from any cause."

BELMONT, MAN.

July 5th, 1906.

C. Drummond Hay: "The crops are looking well, progressing very favorably. Prospects at present are for a very bountiful harvest. from 25 bushels per acre up. Damage by hail is infinitesimal. Trade conditions are good. Being a mixed farming district, heavy shipments of cattle and hogs are adding materially to the prosperity of the farmer. More money has moved in the first six months of this year than in the first six months of any preceding three years."

MORDEN, MAN.

July 5th, 1906.

Watson & George: "Crops in this district at the present time are looking well. They were seeded in fine shape, and the refreshing showers, that came when most needed, places them in the most healthy condition. With much more rain the low lands would suffer, but at present everything is in good condition. Trade has been better than we anticipated, considering the poor crops of the last few years. Under the circumstances the greatest surprise of all is the amount of spot cash sales for vehicles and farm implements. This goes to show that financially the farmers are not in as bad shape as we would naturally expect. The twine trade, no doubt, will be heavy under the present condition of crops.

MINNEDOSA, MAN.

July 8th, 1906.

W. G. Brown: "Crop conditions have never been more favorable at this time of the year than at present, and there is every indication of a heavy yield. The wheat is well headed out and, with favorable weather for the next month, the crop will undoubtedly be far in excess of that of any previous year. There has been no damage whatever from hail in this vicinity. Trade has been very good this season. Haying implements are selling well as a heavy hay crop is now assured."

CRYSTAL CITY, MAN.

July 9th, 1906.

T. C. Bullock: "The crop prospects in this district were never brighter, and under the existing conditions a bumper crop is expected. The heavy rains during June were very beneficial and no complaints have been made that there was too much moisture, as the soil is high and light and can stand a good soaking. The fine spring gave ample opportunity for seeding, and it is estimated that there is an increase in the acreage of fully twenty per cent. over last year. The grain is fully ten days in advance of last year, and with fine weather it is thought that cutting will commence about the middle of August."

GRETNA, MAN.

July 5th, 1906.

Charles Wahn: "The crops in this district never looked better, and if nothing unforseen turns up trade conditions should be as never before."

KILLARNEY, MAN.

July 5th, 1906.

Harris & Thompson: "The implement trade has been very good indeed. Buggy trade has been slow on account of so much rain. Crops are excellent, never were any better prospects at this time of the year. We gave an exhibition of the Success Manure Spreader during last month to a large assembly of farmers. They all spoke well of it and were more than pleased with its work. We spread from 3 to 12 loads to the acre of very strawey manure, and it did an excellent job, spreading it evenly. Mr. A. Ross, of the Paris Plow Co., Winnipeg, was in attendance."

BATOCHE, SASK.

July 5th, 1906.

Grant Bros.: "Conditions point to a bumper crop and an early harvest in this district. The warm rains and weather of the last two weeks brought the grain on much faster than can be well imagined. There is about 30 per cent. greater acreage this year than last, and these conditions following the past fair crop, produce universal satisfaction, better seen than told."

YELLOW GRASS, SASK.

July 5th, 1906.

Cameron, Duncan & Scott: "The crops in this district are on the whole very good and well advanced. In many places the wheat is heading out, standing from 30 to 36 inches high. There is also a splendid crop of oats. Trade is brightening up rapidly, and this has every prospect of being a good season for business."

SEDLEY, SASK.

July 5th, 1906.

White & Irving: "Everything is booming in this district. In 1905 about 200,000 bushels of wheat was shipped from this point, and it is expected that amount will be doubled this season. The crops at the present time give every indication of a bumper yield. A great feature of farming operation in this district is the splendid work done by steam plowing outfits. During the greater part of the season these are able to work steadily both night and day, in some instances averaging as much as fifty acres in the twenty-four hours. Trade conditions are very satisfactory."

ROCANVILLE, SASK

July 5th, 1906.

J. E. Walker: "Prospects are very promising at present. Crops are looking excellent and, with favorable conditions from this on, we will have the bumper crop of the West. Trade has been very good all spring with prospects very bright for the remainder of the season. Have had very heavy rains lately but not enough to damage the grain."

MOOSOMIN, SASK.

July 11th, 1906.

W. H. Barton: "On the whole, the season of 1906, as regards crop conditions, has been a good one. Splendid dry weather obtained throughout seeding operations, the land being in excellent condition. Beginning with the end of May and continuing up to June 30th, we had almost a continuous wet period, ranging from a drizzle to a tremendous down-pour. Since July 1st, bright and intensely hot weather prevailed. This has brought the crops along rapidly and dried up whatever land was suffering from too much moisture. The acreage is

large and the crops uniformly good, and there is every promise of a bumper yield. No hail damage is reported from any quarter of this district. A fair business has been done in farm machinery at this point and, with a good harvest, an excellent fall trade should be obtained. The prospects are exceedingly bright throughout this territory."

DUNDURN, SASK.

July 8th, 1906

T. J. Meilicke & Sons: "Crop conditions in this locality are very favorable at the present time. The abundance of rain and cool weather in the early part of the season has had a tendency to make the grain stool and form good root, and the warm weather which has just been coming has pushed the grain up so it is in a further advanced state than it was last year at this time. In round figures, 300,000 bushels of wheat were marketed here last year and a conservative estimate will put the shipments this year at 550,000 bushels. A great deal of breaking has been done this year and every thing points to a still much larger acreage next season."

SASKATOON, SASK.

June 30th, 1906.

Soldan & McLaughlin: "The crop in this locality will exceed last year's with favorable weather. We have had plenty of rain and the wheat is well headed out. There is every prospect of a bumper crop this year. Trade has been fairly good with a fair amount of cash. Binder orders coming in fast with a good demand. There will probably be 300 binders sold in Saskatoon this year. Wagons are a little slow compared with last season, but we expect a good fall trade in this line. Nothing much is doing in thresher trade, as a great many are fetching their old machines in with them. There has been thousands of acres broken this year with engines. Next year's acreage will be at least 35 per cent. greater than this year's."

INDIAN HEAD, SASK.

July 2, 1906.

Angus McKay, Superintendent Saskatchewan Experimental Farm: "In reply to your enquiry respecting the crop conditions in Saskatchewan in general, and Indian Head district in particular, I have great pleasure in stating that at this date the grain throughout Saskatchewan gives every promise of being the best crop ever harvested. Wheat, oats and barley were sown under the most favorable conditions, and as more good seed was used the past spring than ever before, the combination of favourable weather and good seed has made an even, vigorous and healthy growth unsurpassed in the last twenty years. In a few districts cut worms have done some injury to grain, and in the last few days rain on heavy soil has been rather excessive for the best results. In the Indian Head district it is needless to say that the crops are good. They have never promised better than at present, and with anything like good weather in the next six weeks, the record crop of the district will be ready for the binder. It is doubtful if any section of country on the continent can equal the crop prospects of Indian Head district at the present time, for quantity, earliness and vigor. Rain has been abundant, but not excessive. Good seed has a large share in the present good prospects."

GRENFELL, SASK.

July 12th, 1906.

A Friend: The amount of land in wheat this year in this district is greater than ever before and some thousand of acres have been broken up recently. The prospects are good for a large crop, and there has been practically no damage at all so far. Some of the wheat which has been brought into town measures 42 inches. All that is needed now to ensure good crops is warm weather. The showery weather recently has increased the growth very much. Harvest will be along early in August if favorable weather continues.

WAPELLA, SASK.

July 11th, 1906.

Examiner: The crops are in splendid condition. The yield from present appearances will be above the average. So far no damage reported in this district. All that is now required to ensure a good yield is fine sunshiny weather with an occasional shower. From present indications and favorable weather it is generally believed the wheat harvest will be on about the latter part of August. The increase in acreage under crop this year over last year is somewhere in the neighborhood of 20 per cent. A large amount of breaking is being done this summer.

MELFORT, SASK.

July 10th, 1906.

Implement Man: There is probably about double the acreage in wheat that there was last year. The ordinary stand of wheat to be seen is very heavy, and is also well forward, some of the fields being almost headed out. The yield in some fields will probably reach fifty bushels per acre. There has been practically no damage to the wheat from any cause, cut worms doing some slight damage to oats in the spring, but the heavy ra n which came lately stopped them. From now on the wheat will require warm, dry weather. Harvesting should commence about the middle or the first week in August. Everything points to a banner crop.

YORKTON, SASK.

July 5th, 1906.

J. A. & W. J. Duncan: "Prospects were never better, and expect the biggest crop this year that we have ever had in the Yorkton district. Spring trade away ahead of last year, and still holding good. Looking forward to the most profitable season we have ever had."

WOLSELEY, SASK.

July 5th, 1906.

G. H. Hurlburt: "The crops in this district are looking very good. They average about 35 inches high and are very heavy, in some places they are heading out. I think prospects are better than they have ever been before and, barring hail storms, etc., we shall certainly have a splendid crop."

CRAIK, SASK.

July 5th, 1906.

John Gibson: "Conditions of crops this year are very favorable.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence Invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N.B , Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que , Vancouver, B C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

DOUBLE CAM STEEL BRADLEY HAY PRESS

One Horse can operate it Very Easy for two. Simplest PRESS Made.

LIFTING JACK goes with each Press.

ALSO MAKE POWER PRESSES.

LOW BRIDGE.

Has an Automatic Plunger Draw.

SEND for Circular.

Powerful.—Puts full weight into ordinary car. Tracks with a wagon; can be drawn by 2 horses on common roads.

DAVID BRADLEY MFG. CO.

223 JAMES STREET, WINNIPEG, MAN.

American Fence Talks

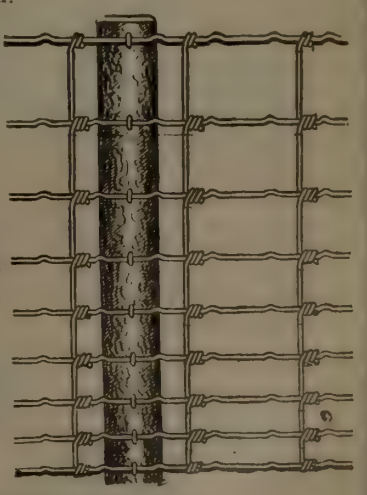
AMERICAN FENCE is standard of the world. More miles of it are in use than all other fences combined.

It is made of steel that is exactly fitted for it. A woven wire fence can be made of wire too soft or too hard.

It must be exactly right to render good service.

The structure of the American Fence is perfect. It is built of big, solid, galvanized wires, all No. 9 gauge if you prefer it, with the upright or stay wires hinged ; in all heights and for all purposes.

American Fence and Gates are money makers for Implement Dealers, you should handle them. Write us and we will send you catalogue and full particulars.



Manufactured by

The Canadian Steel and Wire Co., Ltd.

HAMILTON, ONTARIO.

GEORGE D. WOOD & CO.,

WINNIPEG,

Sole Agents Manitoba, Saskatchewan, Alberta.

Indications are that it will be heavier than last year and about eight or ten days earlier. There has been a great increase in the acreage as follows: wheat 12,545 acres, last year 6,145 acres; oats 4,658 acres, last year 3,150 acres; barley 222 acres, last year 102 acres; flax 2,241 acres, last year 1,941 acres. Settlers are rapidly coming into this district. Since July 1st, 1905, 304 families have located here, showing a gain of 125 families over the previous twelve months."

PASQUA, SASK.
July 5th, 1906.

John Slemmon. "Am pleased to say that the best that might be said of crop and trade conditions would not be exaggerating. The implement trade here has been excellent this season, in fact it was almost impossible to get the goods forward as fast as the people required them. A great deal of land is being broken up in this district both by steam and horse power. The land that has been held by speculators is going into the hands of the actual settler, and we look for great things in this territory in the near future. Crops are looking fine. A little too much rain has fallen to suit the low spots, but the damage that was done in that way is slight, and on the whole I never saw the crops looking better nor farther advanced at this time of the year."

SWIFT CURRENT, SASK.
July 5th, 1906.

Charles Reid: "Replying to your request for crop report, would say that there is sown in this district 6,000 acres of wheat, 12,000 acres of oats and 2,000 acres of flax. About half of the oats is sown on this season's breaking, and all of the flax. The grain is looking A 1, and with favorable weather from now a bumper crop is certain.

TOFIELD, ALTA.
July 8th, 1906.

W. F. Wood: "The crops are coming along nicely and we are looking for another bumper yield. Cut worms have done damage to some fields. Trade is quiet at the present time but this will soon change. Tofield is growing and its people are happy and prosperous."

CROSSFIELD, ALTA.
July 5th, 1906.

Charles Hultgren: "The prospects of an excellent crop in this district were never better, although it may be a little later than last year owing to the dry spring. The wheat stands about two feet high and is on the verge of heading out. Everybody is satisfied that Alberta is going to be a good agricultural province. Considerable business in the implement line, especially binders, goes to show that the farmers are looking forward to a great harvest time."

VERMILLION, ALTA.
July 10th, 1906.

Opinion: Wheat stands very strong and the height is about 18 inches. Oats are expected to be heavy. There is also abundance of grass. No damage to the grain of any kind has resulted. The heavy downpour of last week has greatly added to the growth of the crop. The weather is now clear and warm with heavy dews at nights. Elevators will be in demand along this line. The harvest is expected the last part of August and the first part of September.

The Separator State.

According to a recent census made by the officials of the Nebraska Experiment Station, nearly 35,000 cream separators are in use among the farmers of that state. Without doubt this is a greater number of these machines, by a long majority, than can be found anywhere else in a territory of equal size.

Writing us regarding this census the DeLaval Separator Co. state that the officials who took the census are credited with the statement that eighty-five or ninety per cent of the cream separators in Nebraska are DeLaval machines. They further add "These well known separators are used in every part of the world, and in view of their exceptional efficiency, together with the universal satisfaction they give, their vast preponderance, not only in Nebraska, but throughout the world, is not a matter for surprise."

The company will be pleased to mail every dealer a copy of their handsome illustrated catalogue. Address the DeLaval Separator Co., 14-16 Princess St., and mention Canadian Farm Implements.

A Step Towards a "Greater Winnipeg".

On Thursday, June 28th, the electors of Winnipeg emphatically declared in favor of a municipal power plant, a civic board of control, adequate school accommodation and a Sunday car service. Each of the four by-laws was carried by a large majority, demonstrating that the citizens are anxious that nothing shall impede the progress of the city in her development.

Undoubtedly the most important measure submitted was that of municipally owned power. The by-law in this behalf provides that the city shall expend approximately $3,500,000 for the construction of a power plant for the purpose of supplying the city with electrical energy, that it shall maintain this plant and that it shall furnish power to the consumer at as near cost as is provident with the success of the enterprise. The Board of Trade and other local organizations interested in the welfare of Winnipeg, heartily endorse this proposition.

As has been frequently stated, the whole West is in need of cheap power. This is particularly the case with Winnipeg, and on this the future greatness of the city, as a manufacturing centre, is largely dependent. Without it, the fullest extent of her industrial greatness cannot be achieved. With it, greater possibilities than are at present thought probable, may be attained. We believe the electorate realized the industrial needs of the city, and that their ratification of the power by-law was a necessary step towards a "Greater Winnipeg."

Speaking of the power by-law, the following are a few expressions of opinion, secured at random, from prominent implement jobbers of the city.

Mr. Joseph Maw, President of Joseph Maw & Co.—"If the money provided for the installation of a municipal power plant is properly expended, if a thoroughly competent force is put to work, and the project judiciously and carefully carried out, I am confident the city will be immensely benefited."

Mr. A. E. Mott, Manager of the Cockshutt Plow Co.—"I strongly approve of the principle of municipal ownership of public utilities, and think the distribution of electrical energy should be in the hands of the city. Power at the lowest minimum of cost will prove a tremendous factor in the development of Winnipeg."

Mr. J. E. Ruby, Manager of the Frost & Wood Co.—"I am of the opinion that the power by-law is a good and necessary thing for Winnipeg. Manufacturies are essential to the future growth of the city. The only difficulty I forsee is that of getting consumers for the power the city can produce. No doubt this will adjust itself."

Mr. William Johnston, President of the William Johnston Co., "The power by-law is one that I believe will result in great good to the city. Its passage thoroughly pleases me."

Mr. J. D. Balfour, President of the Balfour Implement Co.—"There is no doubt in my mind as to the ultimate good the city will receive from the by-law. And not only the city. By encouraging manufacturers to locate here, results will be achieved that will benefit the whole West."

IF you want to handle the the best Threshing Outfit, you must secure The Waterloo Engines, 14 to 25 H.P., Separators 28-48 to 40-62. Small sizes are suitable for Gasoline Engines.

Write for price and terms.

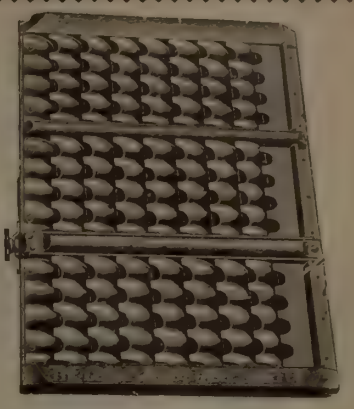
The Waterloo Line

Waterloo Manufacturing Co., Ltd.

Head Office and Factory: Waterloo, Ont., Canada.

Branches: Winnipeg, Man. and Regina, Sask.

See Our Lines.



Here are the Lines we will exhibit at the

WINNIPEG FAIR

Norris Self Feeders, Norris Fosston Stackers
Closz Patent Adjustable Sieves, Force Feed Pumps
Odell Automatic Pump, Mason Kipp Oil Pump
Casswell Belt Guides, The Russell Road Grader
J. R. Belt Guides, The Macleod Stubble Burner

Write to-day for Catalogue, Price Lists and Terms to Agents

The Norris Implement Co., Ltd.

WINNIPEG, MAN.

SUPERIOR

"THE NAME TELLS A TRUE STORY"

DISC HARROW ON WHEELS

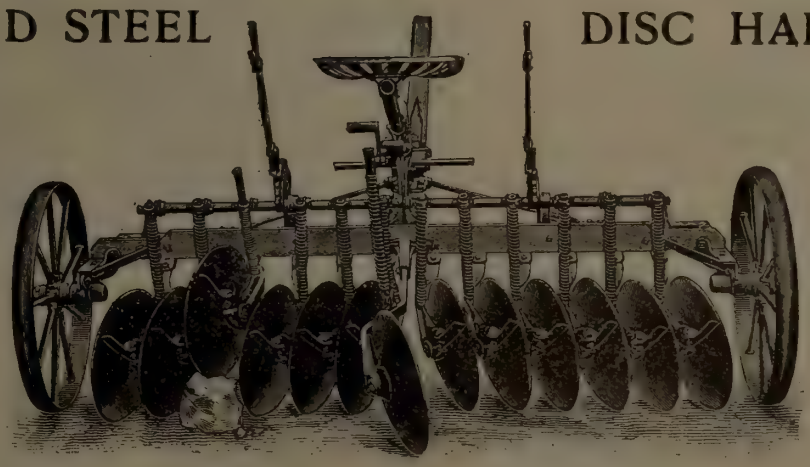
A SOLID STEEL DISC HARROW

THE SUPERIOR is the only Disc Harrow made that does a perfect job of cultivation.

Each disc and drawbar is independent in action.

Levels off ridges and cultivates the hollows.

Centre-cut disc cuts out the centre.



We give Dealers an exclusive Agency on this Harrow. It is the only Disc Harrow in the World that is built on this plan. It gives the Agent a monopoly on the best harrow ever manufactured.

WRITE TO-DAY FOR CATALOGUE AND PRICES

THE AMERICAN SEEDING-MACHINE CO.

283 JAMES STREET, WINNIPEG, MAN.

International Harvester 15.h.p. Gasoline Engine Operating a 32-in. Belle City Separator with Wind Stacker at Glenboro', Man.

Show the Goods to Advantage

The fact that every implement and vehicle dealer must devote great attention to the displaying of his sample machines cannot be too emphatically impressed upon every member of the trade. This important consideration is frequently overlooked in the hustle and rush of business and oftentimes its value is altogether underestimated.

Now, the time is rapidly approaching when dealers will visit the city for the purpose of looking over stocks and making selections for the coming fall and winter trade. Let every dealer take special note of the appearance of the showrooms of the jobbing establishments he visits while on his rounds. It will be profitable for every retailer to take cognizance of every new idea in the way of displaying the different goods in order to show them to the greatest advantage.

If the dealer has half a dozen machines on his floor, none of which are completely set up, he is at a tremendous disadvantage should a customer drop in to have a look at some particular article included in these lines. No matter how enthusiastically the dealer may dilate on the good points of that machine, it is not nearly as attractive to the prospective purchaser as it would be were it completely set up.

As one paper says "A machine placed in a dark corner or which cannot be seen until one has climbed over piles of machine parts or rubbish is not a trade getter, though its may be one of the best of its class.

There is no refuting the above statement. Machines must be shown and seen to the best advantage in order to favorably impress the careful buyer. Every dealer should try and have his showroom as well lighted as possible. This helps to make goods appear better than when stored in a dark and dingy place. Light, cleanliness, to say nothing of completeness, are factors in the art of salesmanship which no dealer can afford to ignore. The orderly warehouse is as a magnet: it draws and attracts buyers to it, where the opposite repels and drives trade away.

Have Given Up Direct Selling.

After years of experience in direct selling the Manson Campbell Co., of Chatham, Ont., and Brandon, Man., manufacturers of fanning mills, truck scales and incubators, have decided to cease this method of handling their products, and in future will market them through the medium of the retail dealer only. This decision was reached by the management after a full and thorough consideration of the various factors involved.

The trade well knows the energetic effort put forth by the company in the past to secure business, and this effort they will continue to put forth through the legitimate channels. All the wagons owned by them have been withdrawn from the road, and now they want a representative in every district in this country where they have not an agent already.

We recently received copies of this concern's fanning mills, truck scales and incubators, and, after a short perusal, would advise our readers to secure copies and read them. They are well printed, lots of life in the reading matter, and the cuts bring out the construction in excellent style. Address this firm either at their Western branch, Brandon, Man., or to headquarters at Chatham, Ont., and when doing so remember we would esteem it a favor if you should mention Canadian Farm Implements.

Testing the Ivel Motor.

During the past few months several tests have taken place in the vicinity of Winnipeg, of the Ivel Motor. This is an English gasoline two cycle engine, used for drawing plows, harrows, drills, binders and other implements. Mr. Richard A. Tauton, of this city, has secured the patent rights for this motor, in Canada and the United States, and is endeavoring to form a company to manufacture these engines here. The following Winnipeg capitalists are said to have given the matter considerable attention: Mr. A. Stewart, Mr. J. Stuart, Mr. Wm. Georgeson and Mr. J. W. de C. O'Grady. Tests were recently given at Kildonan, Bergen and College View.

As the trade well knows, anything that will tend to a solution of the labor question, and to lighten the work of the farm, is of interest to every dealer, as well as farmer, in the West. We will watch the progress of this motor from time to time, and, should a company be successfully floated, will keep our readers posted concerning it.

Adjourned Annual Meeting Held.

The adjourned Annual Meeting of the Brandon Machine Works Company, Limited, of Brandon, Man., was held at their office on July 4th. The statements and reports from the different officers were of a very encouraging nature, and showed the business to be in a prosperous condition. After a considerable amount being written off for depreciation on machinery and tools, and also notes and open accounts, there was a substantial surplus carried over.

The Company will at once proceed with the erection of a new office and show room building, and additions to their plant which are necessitated by the growing demands for their products, especially their gasoline engines and well-boring machinery. They have recently added a number of modern tools to their machine shop for the rapid production of high grade work. This Company employ between 80 and 100 men the year round, which number it is anticipated will be materially increased when the new additions are completed, and will make it one of the largest manufacturing firms of its kind in the West. Its success is doing much to demonstrate the advantages of Brandon as a manufacturing centre.

The following directors were elected for the ensuing year: D. A. Hopper, D. H. Scott, E. Evans, E. H. Johnson, D. H. Watson, M. McKenzie, and J. W. Thompson. Later, the Directors met and elected the following officers: D. A. Hopper, President; D. H. Scott, Vice-President; W. G. Hopper, Secretary-Treasurer, and J. W. Thompson, Managing Director.

When Writing Advertisers Please Mention Canadian Farm Implements

DON'T CONTRACT FOR DRILLS

UNTIL YOU HAVE SEEN WHAT

The FAIRCHILD CO., Limited, WINNIPEG, REGINA and CALGARY,

HAVE TO OFFER IN PRICES AND TERMS ON THE

Improved MONITOR DRILLS

HOES, SHOES, SINGLE AND DOUBLE DISCS.

FRONT VIEW
DOUBLE DISCS.

BACK VIEW
DOUBLE DISCS.

MONITOR SINGLE DISCS

The latest and best single disc ever made. The angle can be regulated so disc will cut wide or narrow furrows. The boot drops seed in front of axle on the **downward turn of the Disc,** depositing all seed at the bottom of the furrow.

EXHIBITION VISITORS

"Simplicity" 6 H.P. Portable

When in the City we want you to see our display of

"Simplicity"

Gasoline Engines

in Vertical 2½ and 4½ H.P., Horizontal 6, 10 and 15 H.P. These will be shown, both mounted and down, in operation at our Show-rooms in Market Square.

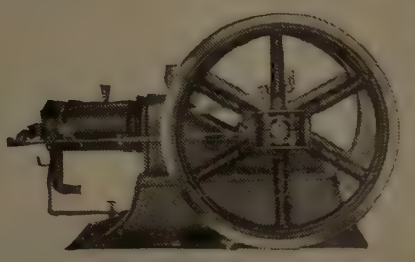
JOS. MAW & CO., Limited,

WINNIPEG

SOLE CANADIAN REPRESENTATIVES OF

The Western Malleable and Grey Iron Manufacturing Co.,

MILWAUKEE, WIS.



Horizontal Type.

Plow Plant of Deere & Co, Moline, Ill, showing recent additions.

Deere & Company's Plow Factory, Moline, Ill.

Complete in every detail, from the basement to the roof, the mammoth plow plant of John Deere & Co., Moline, Ill., stands today as a monument to all that is thorough and systematic in twentieth century construction of manufacturing structures.

It is said to be the largest and most modern steel plow works in the world, having a floor space equal to a forty acre farm. A complete implement is turned out every minute of the working year and with patrons located in every part of the civilized world it is needless to say that the merits of Deere goods are fully recognized, and every tongue knows the familiar slogan of the company: "If it's a Deere—it's right."

The late John Deere, founder and head of this great institution, was the inventor of the steel plow. He made his first by hand in 1837 from the blade of a saw, the moldboard being fashioned over a log shaped for the purpose. Then a resident of the East, he moved to Moline in 1847 and commenced manufacturing the famous plows that are known universally by his name.

Starting from small beginnings, the Deere plant has grown by leaps and bounds, until today it is one of the most magnificent enterprises of the United States. The factory employs over fourteen hundred hands and the quantity of material used annually is enormous.

In this connection, and in order to give our readers a more adequate idea of the magnitude of this concern, we might say that last year the company used eighteen thousand tons of steel and iron, twelve thousand tons of coal and coke, five hundred tons of grindstones, seventy-five tons of emery, sixty tons of corundum wheels, three hundred tons of varnish and oil, one hundred tons of advertising matter, two and a half million feet of oak and ash lumber and a million and a quarter gallons of fuel oil, besides many carloads of bolts, nuts, screws, rivets, paint, belting, sandpaper, glue, etc. This, allowing twelve tons weight, or seven thousand feet of hardwood lumber to the carload, would make nearly 2,700 carloads of material per annum or nine carloads per day, Sundays excepted.

We cannot pass over this gigantic enterprise without a word regarding the methods employed in handling the products from place to place and from the finishing room to the car. It is a most interesting process. Suspended from the ceiling is a complete system and net work of tracks, with curves and switches, and provided with trolleys like a hay carrier or barn door hanger. These tracks run from end to end of the buildings, circling about and through the aisles, and passing over bridges from building to building, until the finished article is laid on the platform ready for shipment to the uttermost ends of the eart.h

Assuredly is the plant of Deere & Company, an excellent bird's eye view of which we present herewith, a bee-hive of industry. Everything is carried on rapidly, systematically, and as easily as human ingenuity can make the operation. Nothing is left undone that ought to be done, and everything is thoroughly finished before it is shipped from the factory.

Why Did He Do This ?

We sold a customer a small quantity of goods, says an official of a large manufacturing company, and when we sent our bill and it was due it was not promptly paid. We reminded him by statement, and no answer. We wrote a letter and still no answer. We, after giving him notice, sent a draft to his local bank, which was returned, marked "Refused." We called his attention to this by letter, and not a word. We then wrote a friendly letter explaining a forced collection was the only alternative and would be used in case he did not pay by a given date. The given date passed, and no response. It then went to his local attorney and immediately thereafter he sent his cheque.

Now, why did he do it this way? His method is understandable, if he had made up his mind never to pay; but intending, some day, to pay, as he finally did, why did he go—First, through the process of disgrace with us? Second, of disgrace with his local bank? Third, of disgrace with his local attorney? This we don't understand.

Question. Who Wrote This ?

Some of the worst literary rot ever uttered is running the rounds of the metropolitan and country press on the subject of how young men shall get ahead in the world. They are adjured to take the bull by the horns—to grasp Time by the forelock. If we follow out the metaphor and bring it to a logical conclusion, it would be plain that to do this is to be in the most dangerous and risky situation. In the first place, the young man might get a mighty toss by the bull. And in the second place, if Father Time has any of the dignity that years and ancient experience would seem to justify, the young man would get a good slap for his grabbing.

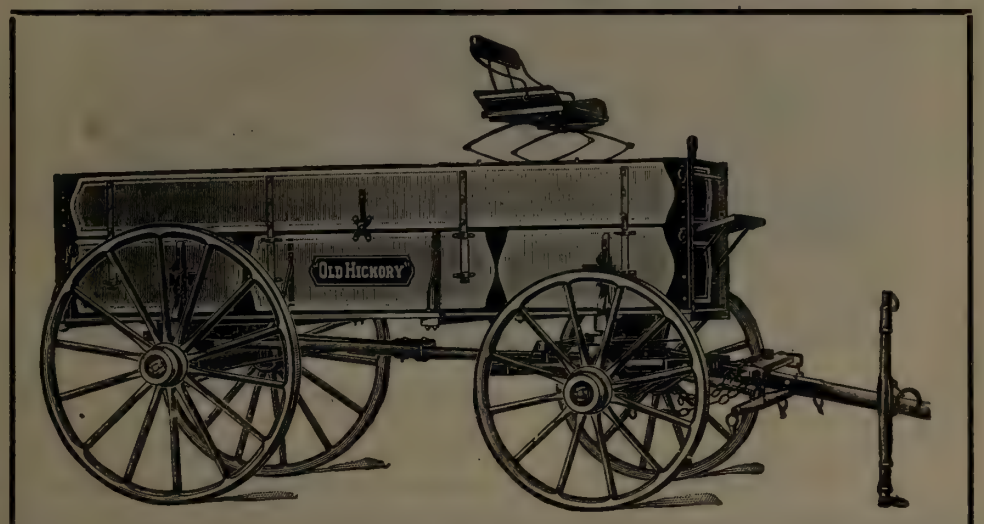
So why not be content with hanging on to the tail of the bull and and let him pull you to success? It certainly is the easiest way and the safest. And in the case of Father Time, why not get behind him and follow and see what the old gentleman's movements indicate? Certainly if the young man is at all sharp he can pick out a useful conclusion.

To be plain, the young man who wants to hurry too fast to get in front must take the chances of disaster; while the fellow who tails behind for a while until he gets his lines well learned, can get there just as quick, for the tail moves as fast as the head. Energy to succeed is best spent on the early details and in mastering the homely things first, after which it might be well to move up into the horn department.—Exchange.

. . *Visit us during the Fair* . .

WAGONS

The name "Old Hickory" is a guarantee of the quality



The Life of an "Old Hickory" wagon is Thirty Years

When in the City be Sure and Inspect

OUR FULL LINE

Petrolia Wagons are the recognized standard

Petrolia Wagons bear the highest reputation

We have a large stock of all sizes also Tip-Top Boxes for Loose Grain

ORDER NOW

150 Princess Street **The Balfour Implement Co.** Limited, Winnipeg Manitoba

Regina.

Mr. J. Wood, of the Cockshutt Plow Co. was in this city for a few days recently in connection with that concern's business.

Mr. W. P. Wells, Manager of the Saskatchewan branch of the International Harvester Co., is on a trip over his territory.

Mr. P. Cooper, Manager of the Frost & Wood Co. here, has just returned from an extended trip down the Soo line.

It is expected that the Revolving Mouldboard Plow Co., of this city, will turn out thirty plows from their foundry this season.

The firm of Reid Bros. are turning out steam plows at the rate of three per week. They expect to place, at least, forty by the end of the season.

Messrs. Marshall & Boyd, of this city, are putting up a large brick block for storage and warehousing purposes. When completed the showroom of this establishment will be one of the finest in Regina.

The new building being put up by the Gaar Scott Co. is well under way. When completed it will be one of the largest and most up-to-date warehouses in the Province.

The Massey Harris Co. have just had the addition to their local headquarters completed. The improvements in this connection give the company greatly increased space and their storage capacity will reach to more than two hundred cars of implements.

Mr. D. B. McLeod, of the Northwest Thresher Co., Winnipeg, spent a few days in the city recently. While here he arranged for a site on which his company will erect a large warehouse. It is altogether likely that the work on this structure will be commenced in the very near future.

Mr. Thos. Wilkinson's new block on the corner of Dewdney and Rose Streets is nearing completion. It is not known yet who will occupy this building, but it is said that it will likely be leased by one of the implement companies. It is a two storey block, 50 x 100 feet, with a full sized basement.

Thresher firms are laying in a large stock of engines and separators in anticipation of an immense business from this territory this year. From all appearance such a happy conclusion is likely to result. Crop prospects were never better, and there is every indication that the yield will be the heaviest in the history of the province.

The implement trade throughout the Province of Saskatchewan has already shown an immense increase over the business of last year. Many local houses have found the greatest difficulty in securing the necessary goods to fill sorting orders. Regina is now becoming recognized as the chief distributing centre for Saskatchewan and it is expected that many new concerns will open branches here during the coming year.

A Colossal Load of Lumber.

We reproduce herewith an excellent photographic illustration of what is claimed to be the largest load of logs ever stacked on sleighs and hauled out of British Columbia. This colossal load was put up by J. G. McCarthy of Camp No. 5, Bowman Lumber Co., situated between two and three miles from Camborne, B.C.

The weight of the load was estimated at 92,267 pounds, and the sleds upon which it was hauled weighed 2,000 pounds. The load consisted of forty-two cedar logs, six tiers high with seven logs to the tier. It measured 16-ft. 3-in. from the ground to the top of the load, with a width of 14-ft. 10-in. Each log was 16 feet in length, and the total scale of logs was 15,377 feet. The sleds upon which the load was hauled were manufactured by McLaren of Duluth, Minn.

Mr. McCarthy and his men now hold the record for the biggest sleigh load of logs hauled by a single team in British Columbia.

A New Stubble Burner.

Mr. G. S. McLeod, of Maple Creek, Sask., recently perfected and patented a stubble burner. This machine is being manufactured by the Norris Implement Co., of this city, who will have it on exhibition with their other lines at Winnipeg Fair. This burner includes many new departures from anything heretofore designed for this purpose. The principal feature of the invention, and something that makes it of more than ordinary interest to those desirous of using such a machine, is the comparatively insignificant cost at which it can be operated because it requires neither oil or fuel of any kind. Once the stubble is placed on fire certain fans on the burner keep the flames alive by means of a forced draft, and control it to the width of firing that is desired by the operator. A clean burning is secured by one passage of the burner over the ground. In addition, for fire guard purpose this machine is undoubtedly something that has been long looked for, and it should prove of inestimable value for this work. Dealers visiting the exhibition should make it a point to see this machine in operation.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

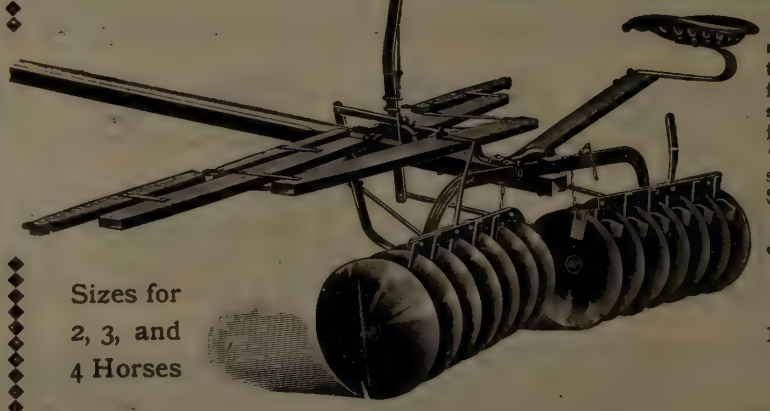
MANUFACTURED BY **FRAZER LUBRICATOR CO.,**

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

BISSELL'S THE DISK THE FARMERS WANT



Sizes for 2, 3, and 4 Horses

Is known among farmers as the **best disk made** because it has the **capacity,** the **knack,** the **get there,** which others lack. A success for use on **Summer fallows,** on **breaking,** on **stubble fields** after harvest. It is the best by far for any tough job. Look out for the name "**BISSELL**". None genuine without it. For sale by agents. Full particulars free by mail. See samples with

Jos. Maw & Co., Ltd., Winnipeg, Man.

WESTERN AGENTS.

MANUFACTURED BY—

T. E. BISSELL DEPT. I. ELORA, ONT.

The Middleman—One of the Foundation Stones of Commerce.

An Address Delivered by Nathaniel French, of Davenport, Ia., to the Illinois Implement and Vehicle Association.

It is usual for a man to think that his own business or occupation is uncommonly hard and disagreeable and poorly paid, but to balance up matters and make a good average, he usually thinks that the man who follows his own particular occupation is uncommonly good and deserving, while the followers of more agreeable pursuits are in his eyes rather a poor lot. Thus the industrial world becomes one of poor jobs run by good men and good jobs run by poor men.

The clerk who works eight or ten hours at his desk and closes his mind to his work, when he shuts his desk at the end of the day, leaving behind at the office door, all thought of work and care envies the apparent leisure of his employer, who may have no fixed hours of work, but who often carries with him constantly the responsibility and care of his business, thinking of it and planning for it in his apparently idle moments, even at the dinner table and at night in bed; and this clerk often thinks he could run the business better than his boss, and in some cases, perhaps, he could, especially if he is working for an insurance company or trust. The unskilled laborers who daily expend the maximum of physical and the minimum of mental effort, complain of their hardships and are sure that their boss, who does the brain work of directing their efforts, has a soft job and big pay, though not nearly so deserving as they.

The usually contented "weary Willy" complains of his pursuit (especially by dogs, which he thinks should be scarcer while the chickens should be more numerous, and the hay mows nearer to each other). The man whose sole occupation is blackening glasses for eclipses probably thinks, in his intervals of labor, that he is badly overworked and that some other job would be much easier. Even the Czar complains of his job. It is quite possible that the great class of middlemen thinks that the "go between job" has its hardships and unpleasant features, that it is gripped in a vise, of which the manufacturer and consumer are the jaws; and that the grip too often is a squeeze instead of a friendly handshake. Before considering your own hardships it may be well to look at yourselves through the spectacles of some of the other fellows, who think their own lot hard and yours easy.

To some people you appear as mere parasites, as bad even as lawyers, producing nothing yourselves, while levying tribute upon the industry of others. In short, they regard you as an encumbrance upon the industrial world and want you to "get off the earth." With a great appreciation of their own merits and even greater depreciation of yours, the farmers often organize for the purchase of machinery direct from the manufacturer; while some manufacturers try to sell their products direct to the consumer. That such efforts to do without your kindly aid have as a rule resulted injuriously to both farmer and manufacturer proves conclusively that you are necessary—not a necessary evil, as some would have it, but necessary because of the real benefit you are to both consumer and producer. Without the proof afforded by experiments a study of your function and its origin leads to the same conclusion.

CIVILIZATION RESTS UPON COMMERCE.

Our present civilization rests upon commerce, and one of the great foundation stones of modern commerce is the middleman. When each man provided for all his own wants, caught or stole his food and made his own clothes and weapons and tools, there was no bartering or buying and selling, but when the savage developed more intelligence and confined himself to a single occupation, making arrows for instance, and bartered his products for the skins and flesh of the animals killed by the hunter, commerce was born. So long as the bartering took place only among neighbors there was little need for any go-between—but when the production of an article became greater than the wants of the immediate neighborhood and had to go to distant places for exchange, the problem of bringing together the parties at once arose. The problem was partially solved by the birth of the peddler, but, in the infancy of commerce, as is true today, the peddler was found to be as unre-

AN INVITATION TO YOU

You are always on the look-out for money-making Specialties in your line. You want a Gang Plow that will interest Farmers, a Gang Plow that will Sell. We think that you ought to examine the

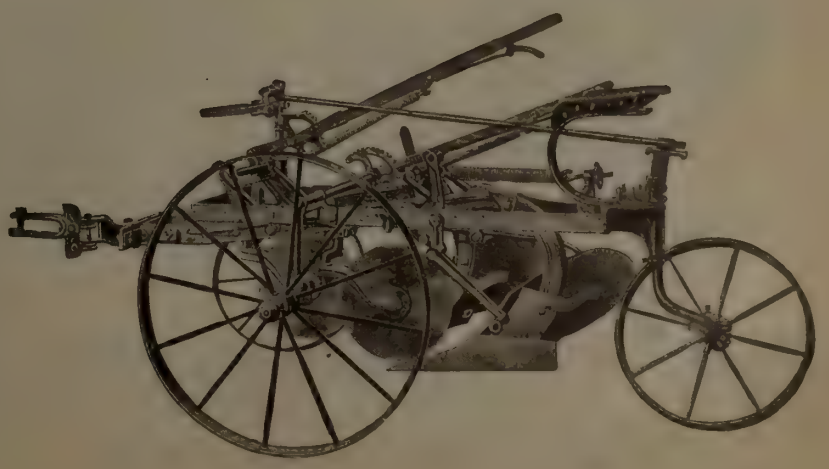
ROCK ISLAND LIBERTY GANG

WITH PATENT LO-SWUNG FOOT-LIFT

Here is a Proposition that will prove a Money-Maker for you. Let us arrange with you for a Sample, then you will find it profitable to order more because your Trade will like them. Write to us for description and prices.

The JOHN STEVENS CO., LIMITED,

WINNIPEG



liable as the weather; he was not to be found when you wanted him (as was often the case after he had cheated you) and when not wanted was sure to pester you to death. There was a pressing need in every settlement for some reliable man with a fixed abode, to make a specialty of the exchange of surplus products; and accordingly the merchant came into being and commerce began its mighty growth.

Referring more particularly to your own line of business, you not only perform the great work of distribution more cheaply and efficiently than it could be done by either manufacturer or farmer, but to a far greater extent than most middlemen, you also perform an important educational work—on the one hand informing the manufacturer as to the needs of the farmer and aiding by your suggestions the improvement of agricultural machinery, and on the other hand instructing the farmer in the use of the various widely differing and often complicated machines. We lead the world in the use of improved farm machinery, and to its use much of our prosperity is due. It is in use by every farmer, not only the native born, but also the immigrant, who dropped the hoe when leaving the old country to commence with the riding cultivators in this. It takes generations to change a country from use of hand tools to use of power tools, and yet thousands upon thousands of men who could not understand or use modern farm machinery in their own native land learned its use immediately upon arriving here, and contributed their aid in the production of those magnificent crops which through the transmutations of commerce carry a golden stream into every industrial pursuit.

TAUGHT THE FARMERS, HELPED THE MANUFACTURERS.

What enabled the immigrant to leap from the ignorance of the eighteenth century into the knowledge of the twentieth? More than anyone else, it was the middleman who sold the riding plow or corn planter or other machine for a moderate price and then without charge, taught the buyer how to use it. You have not only taught the farmer how to use the machine, but you have to a great extent taught the manufacturer how to make it. Many of the best ideas which find their concrete expression in our present farm machinery came from you, and they will continue to come and continue to be adopted. No manufacturer is too old or too wise to learn something new—unless he happens to be a trust magnate. While you are entitled to the thanks of the manufacturer for your ideas and suggestions, I fear you will not get many, because you are so prolific of ideas and generous with suggestions that the manufacturer is almost driven to distraction by the requests of his travelling men for special machines. It sometimes looks as though every dealer wanted a special machine made for him, whereas economy of production requires as few kinds of machines and as few changes as possible. Nevertheless your best ideas are adopted, and to you is due part of the credit for our improved farm machinery.

In view of the importance of your occupation to the welfare of the manufacturer and consumer and directly the public at large, the sporadic attack made upon you is remarkable. It can perhaps be partly explained on the theory that the sudden acquisition of great power or great wealth usually turns men's heads. It is the man grown suddenly rich who carries thousand dollar bills in his vest pocket to give to boot blacks, or who hires a special train to make a new record, so the least possible time shall intervene between setting up champagne for the porters and bell boys in San Francisco and Chicago. Like wealth, power suddenly acquired is usually abused. The farmers' alliance when first formed, with a full treasury and imbued with the idea of the extent of its suddenly acquired importance, is most radical. Later on it learns that it can not make over the whole world, and that the world might not be improved if it could. It is the new policeman who is freest with his club, and the new union with its strike; and the new combination of manufacturers into a so-called trust which is the most arbitrary and unreasonable, and most inclined to adopt theories in conflict with sound business principles.

When a business develops gradually, the man who directs it grows with it, and as power and wealth increase the knowledge and wisdom necessary for their management also increase; and there is no foolish attempt made to over-throw the basic laws of commerce in accordance with which the business grew great and prosperous—no futile attempt to repeal such economic laws as the division of labor and the practice of specialties, through special knowledge, skill and favorable environment.

Superior to any law man can make, evolution continues on its undeviating, eternal path, ever producing the same results under the same conditions. Corporations, combinations, associations and trusts will come and go, but the middleman is here to stay. To obliterate him it would be necessary to roll back the ever-advancing tide of civilization and plunge the human race into the savagery of its infancy; or to wait for the millenium of altruism, which alone will make socialism operative.

"Rapid-Easy" Grain Grinders

EVERYWHERE THE STANDARD MACHINES.

In **Sizes** to suit **any Power**—Tread or Sweep Power—Windmill—Gas or Steam Engine.

"Rapid-Easy" Grinders do **more work with same power** than any other.

They **please** the **customer,** give the dealer a **good profit** and help build up his trade

"Your "Rapid-Easy" Grinder is a **peach.** Some of our customers have Grinders of their own but they are **not fit to compare** with your "Rapid-Easy." We would not exchange for any other make.

JOHN STRATTON & SON,
Grand Bend,
May 28th, 1906."

"I sometimes use steam with my No 2 10-in. Grinder but the most of my grinding is done with a fourteen foot Windmill. I chop as much as 2,000 bags a year and think the "Rapid-Easy" Grinder is O K.

MR. ROBT. TUFTS,
Fairfax, Man.
April, 1906."

GENERAL AGENTS FOR WESTERN CANADA,

The Fairchild Co., Ld. Winnipeg, Regina, Calgary

MANUFACTURED BY

J. FLEURY'S SONS, Aurora, Ontario.

The Right Thing.

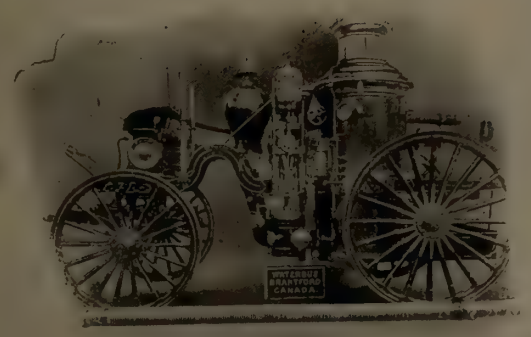
To do the right thing, at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to work for love of work; to anticipate requirements to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than from rule; to be satisfied with nothing short of perfection.

A Case of Type.

Oh, tradesman, in thine hour of E E E,
If your paper you should C C C,
Take this advice and now be Y Y Y,
Go straight ahead and advert I I I,
You'll find the project of some U U U; Neglect can offer no X $\overline{Q}$ Q Q,
Be wise at once, prolong your d A A A,
A silent business soon d K K K.

Slander is the foulest whelp of sin. It is a poisoned arrow shot in the dark, wounding the innocent and the guilty.

Fire! Fire!

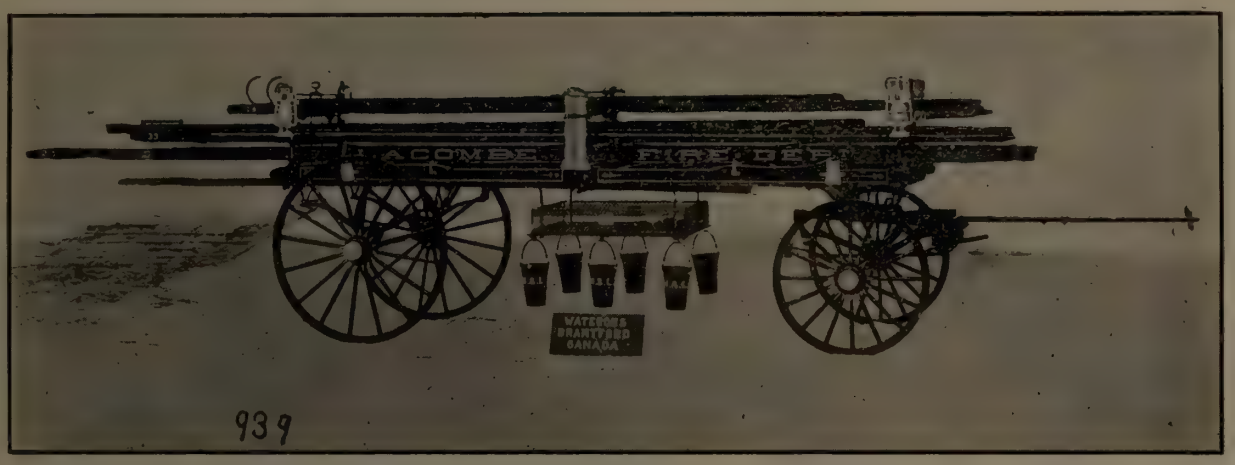


Waterous Steam Fire Engines for Cities and Large Towns.

Protection from Fire.

Waterous Gasoline Fire Engines for Towns and Villages.

Fire Protection always Pays!



Fire Protection Reduces Insurance Rates!

Waterous No. 2½ Village Hook and Ladder Truck.

Western Towns Equipped with Waterous Gasoline Fire Engines:

Dauphin - -	Man. (2)
Strathcona - - -	Alta.
Neepawa - - -	Man.
Lacombe - - - -	Alta.
Prince Albert - -	Alta.
Saskatoon - - -	Alta.
Minnedosa - - -	Man.
Keewatin - - - -	Ont.
Yorkton - - - -	Sask.

Waterous Hose Reel.

Deloraine - - -	Man.
Manitou - - - -	Man.
Souris - - - - -	Man.
Morden - - - -	Man.
Virden - - - -	Man.
Fort Saskatchewan -	Alta.
Ponoka - - - -	Alta.
Hartney - - - -	Man.
Innisfail - - - -	Alta.

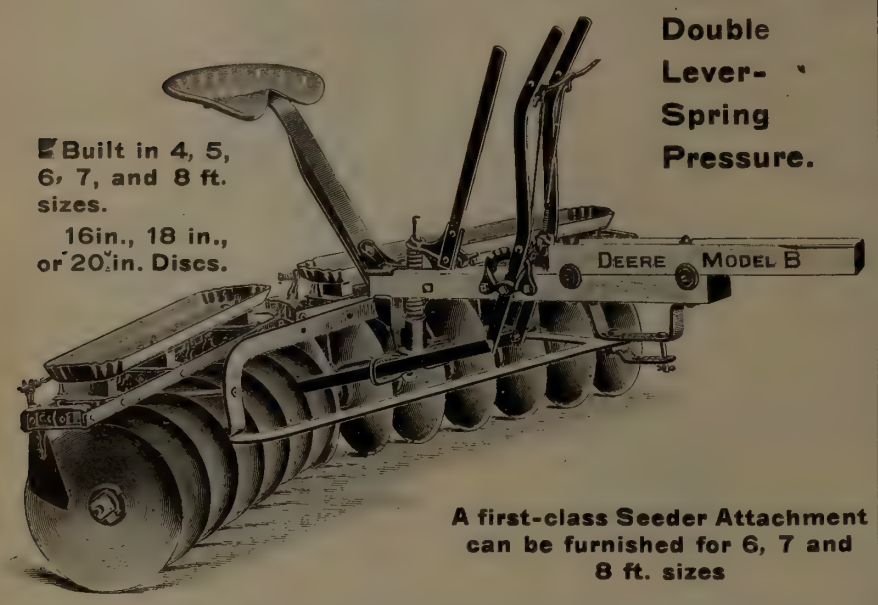
ON ORDER:

High River - - -	Alta.
Kelowna - - - -	B.C.
Claresholm - - -	Alta.

Waterous Engine Works Co. Limited., Winnipeg, Man.

DEERE DISC HARROWS
STRONGEST·HEAVIEST·BEST

MODEL "B"



Double Lever-Spring Pressure.

Built in 4, 5, 6, 7, and 8 ft. sizes.

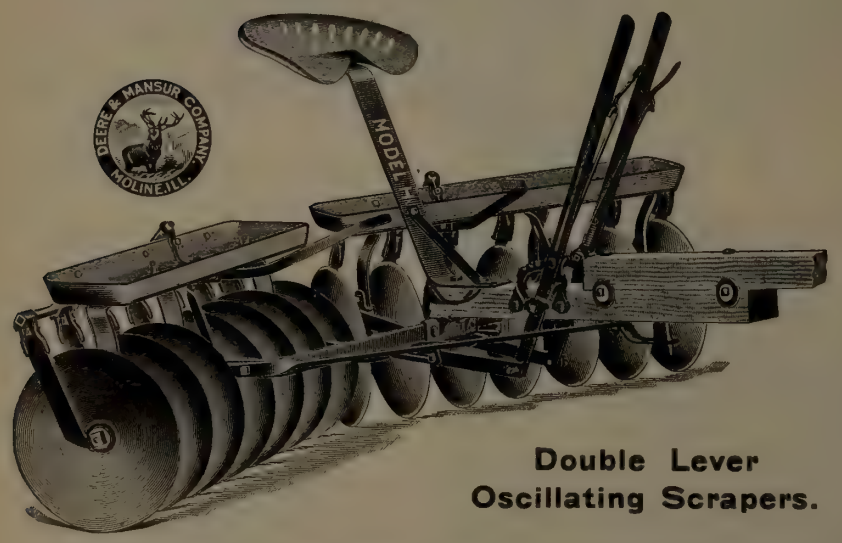
16in., 18 in., or 20in. Discs.

A first-class Seeder Attachment can be furnished for 6, 7 and 8 ft. sizes

The Model "B" has many points of excellence. General Construction, very heavy and strong, High Frame, Steel Shanks, Wood Bearings, Extension Oil Tubes, Double Leaf Seat Springs, Small Bumpers, Stub Tongue, Low Hitch, Third Lever with Spring Yoke makes the only Flexible Harrow built. Talk these points to your customers, and you can readily sell Model "B's" because they are fonnd on no other harrow.

WRITE FOR FULL PARTICULARS.

MODEL "H"



Double Lever Oscillating Scrapers.

The Model "H" is slightly lighter in weight, but amply strong. Built in 6, 7, and 8-ft. sizes, 16-in., 18-in., or 20-in. discs. Double Angling Levers, Stub Pole, Extension Oil Tubes, Pressed Steel Weight Boxes, Wood Bearings, Steel Shanks, Spring Pressure Oscillating Scrapers. Cannot be furnished with Seeder Attachment.

GENERAL AGENTS:

THE FAIRCHILD CO., LIMITED,

REGINA WINNIPEG CALGARY

MANUFACTURED BY

DEERE & MANSUR CO. MOLINE ILL.

Hints on Handling Gasoline Engines.

The dealer who handles gasoline engines will find that there are many things which affect the sale of these engines which would seem trivial indeed to one not connected with the business. It is the mastery of such details as these which make successs in selling the engines, says Albert Stritmatter in Farm Implement News. For instance, a gas engine salesman once made the argument against a competitor that the engines were made of old iron. His prospective customer did not know that in practically every foundry in the country a percentage of "old," or scrap, iron is used in making gray iron castings. Such an argument as this has closed more than one engine deal. The dealer must be alive to such arguments, which are sometimes made, and be able to show wherein there is no objection in them.

Again, another salesman says that his engine is the only one taking the gasoline in its pure state into the engine, that all others do not use his patented devise which enables him to do this. The writer has as yet not been convinced of this. While his devise is not in use on other engines, other makes accomplish the same thing in other ways.

I would not for a moment have it understood that all such salesmen or such dealers deliberately make untrue statements of competitors' engines. In some cases they believe that what they say is true, but it is not.

For example, it is customary to in some way counterbalance the fly wheel to equalize the effect of the crank in the crank shaft. some engines are counterbalanced by attaching weights direct to the shaft and opposite the crank portion. In other makes the fly wheel is weighted on the side opposite the crank portion. This counterweight is sometimes an extra weight which is attached to the fly wheel arms or rim, or else the rim may be cast with more metal on that side, making it heavier. In some other engines the side of the fly wheel, on the same side as the crank, is made smaller, thereby lightening that side and affecting the balance.

Nearly all of these methods make the fly wheel irregular in appearance. That is, if a weight is put on one side, some people looking at the engine think it appears to be made wrong. To get away from this idea some makers counterbalance their engines by casting the fly wheel with a cored hole in the rim on the side of the crank. That is, a portion of the rim is hollow on the side of the crank. After the wheel is cast the sand of the core is worked out and the rim is hollow. Two holes, which carried the core supports, are left in the side of the rim. When the wheels are machined and the engine balanced these holes are stopped up, either with a piece of wood or a piece of metal. When smoothed off and painted it is difficult to see where the work was done, even if you know about where it is.

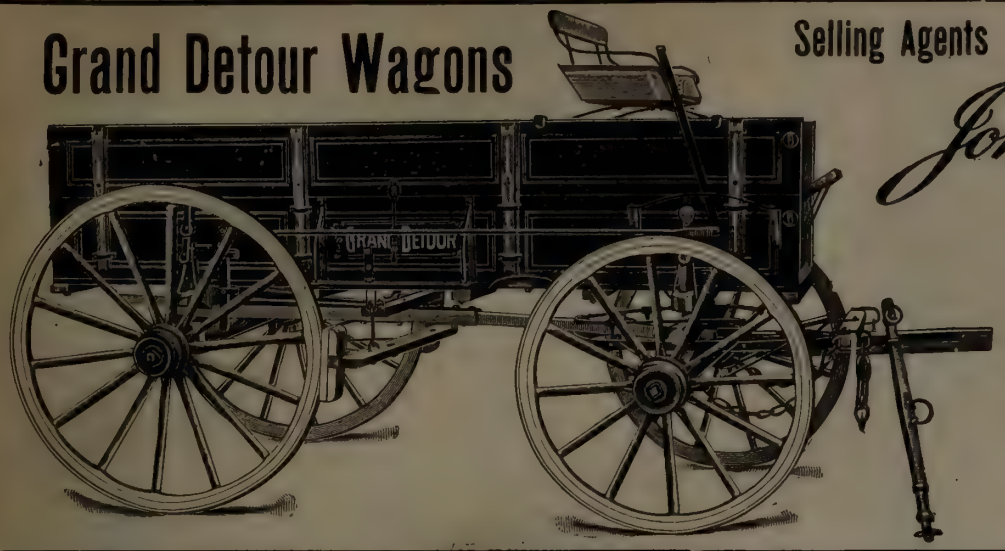
To all appearance a wheel balanced in this way was never balanced. The rim and arms appear to be perfectly regular and no counterweight is used on the crank itself. It is not unnatural then that competing salesmen and dealers, who do not know the circumstances, get the impression that such engines are not counterbalanced. They therefore have a good argument in telling a prospective customer the dangers arising from the use of an engine which has never been balanced.

Companies making their engines in this way frequently are called upon to explain the reason why they do not counterbalance their engines, and in some cases it has been difficult to prove to actual users of the engines that they had a properly balanced engine..

Probably the general misunderstanding of the terms "horse power," etc., has more to do with influencing certain kinds of customers than any other one thing. A horse power, so far as an engine or machinery in general is concerned, has little to do with what work can be done by a horse, which accounts for the misunderstanding. A horse power, mechanically considered, is the power required to lift 33,000 pounds one foot per minute. As a matter of fact a horse may be able to do several horse powers of work, but he might not be able to do so working every minute the day through. And whatever the work that only one horse might be able to do, we can all understand that the power of a horse depends upon just which horse is doing the work, whereas a horse power, mechanically, is always the same measure of work.

An illustration which recently came to the writer's attention will show how farmers, especially, are often deceived in the matter of horse power. A farmer in the south, and a man who has been

Grand Detour Wagons



Selling Agents

John Watson Mfg. Co. LIMITED.

WINNIPEG, MAN.

"NO ONE CAN GIVE YOU A BETTER DEAL."

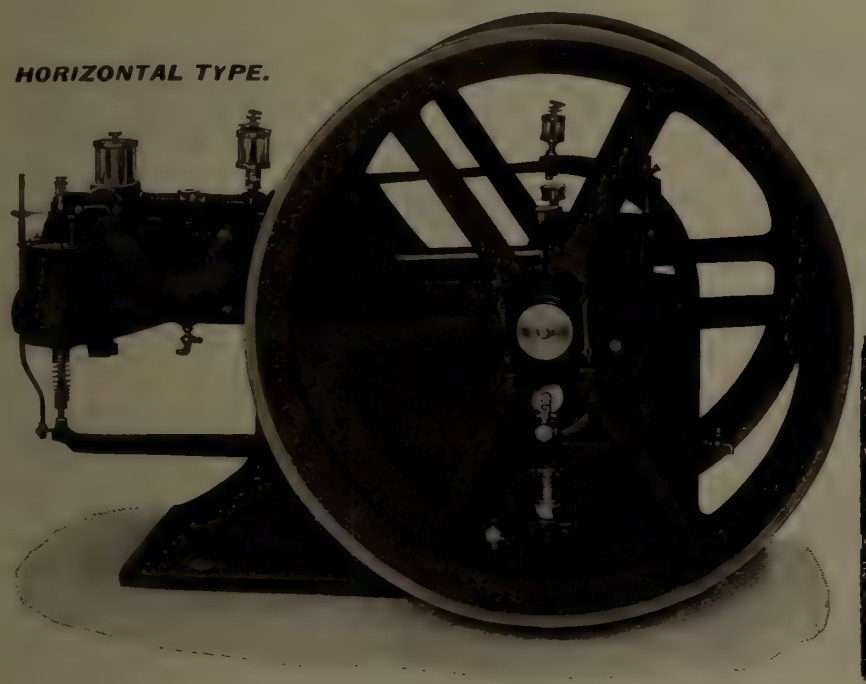
The Grand Detour Wagon is made by highly skilled mechanics using carefully selected bone-dry hickory and oak wood stock, heavily ironed throughout. Embraces every good feature and many others not found in competitors wagons.

Sell the Grand Detonr Wagons and Farm Trucks and control the Trade.

Write us for full particulars.

BRANDON GASOLINE ENGINES

HORIZONTAL TYPE.



Where quality is essential, and reliability is demanded the BRANDON commands the trade.

They are neat and compact in design embodying strength and utility and contain the latest improvements for securing the greatest economy in fuel consumption.

By means of a thumb-screw the speed of the Brandon Engines can be changed over 50 per cent. while in operation, this is a feature not found in other makes.

Each Engine is thoroughly tested and operated with full load before leaving our works and a record kept of its performance and a copy furnished the purchaser.

Remember three superior points of merit:

EFFICIENCY

RELIABILITY

DURABILITY

STATIONARY VERTICAL TYPE.

These mean profit to the purchaser and success to the makers.

When you buy a Brandon you get the best Engine on the market with the maker's guarantee and we are responsible, and on the spot to back it up.

Why run chances on a foreign make? You know where the Brandon is made.

Do you know where the others are? Write us for trade discount and full particulars.

Some of the Lines we Manufacture and Handle:

Well Boring Machinery, **Sawing Machines,**
Grain Grinders, **Fanning Mills,**
Trip Hammers, **Pile Drivers,**
Emery Wheel Stands, **Iron and Wood Split Pulleys,**
Steel Blowers and Forges, **Shaftings, Hangers and Couplings,**
General Machinery Supplies.

The Brandon Machine Works Co., Ltd.

BRANDON, MAN.

handling steam engines for years, has a thresher which, when operated by means of horses, can be run with eight good horses. A steam engine of in the neighborhood of five to eight rated horse power will run the thresher. The farmer bought a gasoline engine which was supposed to develop six and one-half horse power. He has never tested it to determine its actual power, but judging from its dimension it develops about the power at which it was sold. But it will not run the thresher, and the farmer in question thinks that he got cheated in his engine and is now thinking of buying a larger machine. Inasmuch as eight horses will run the thresher he expects to buy about an eight horse power engine. From the writer's experience—and after talking with a number of other gas engine men he was advised to buy from twelve to fifteen horse power, although it is possible that this will be more than he needs. What was the reason for recommending a gasoline engine so much larger than the steam engine, and of so much greater horse power than the number of horses required to run it?

In the first place, the writer's experience is that not less than eight horse power is required to run even a smaller size thresher, especially when the grain is damp and conditions are unfavorable. As a matter of fact, most threshers run by gasoline engines require from twelve to twenty horse power, or at least engines of the range are usually found none too small. This is the experience of most gas engine experts with whom the writer has talked.

Again, it takes eight horses to run the thresher, and judging by similar cases closer at hand where they could be investigated, this means that at least a twelve horse power engine should be used.

Third, the behavior of the engine was reported to be all right until the thresher was thrown on, when the engine stopped at once. This indicates either that the engine is very much out of order or the load very much heavier than can be pulled by the engine. But how about the steam engine? If an eight horse power steam engine will do the work, why will not an eight horse power gasoline engine do it? For the reason that steam engines always have a great surplus power, which gasoline engines do not. Gasoline engines will not usually carry more than two or three horse power, or in engines as large as twenty horse power will not carry more than five horse power more than their rated capacity. But if a steam engine is rated at a given power when the boiler pressure is sixty pounds, it will develop double the power if the pressure is raised to 120 pounds. And the speed of a steam engine may be increased considerably, giving that much more power. It is not unusual to find steam engines, especially when in the hands of farmers, doing 50 per cent. overload work, and even more.

Everything, then, points to the fact that this southern farmer is troubled by having an engine much too small for his work, his trouble being due to a large extent by having confused horse power, as applied to engines, with the power of a horse as evidenced on the farm.

To add to the confusion which arises in this way, there is much trouble due to the various terms "actual," "brake," "indicated," "nominal" horse power, etc. Actual and brake horse power are the same, the latter term being an indication of how the actual horse power is ascertained. A brake on the fiy wheel or belt wheel is used in the Pony brake device for measuring the power. Both these terms refer to the power which the engine delivers for actual use, and are the terms on which engines should be sold ordinarily. Indicated horse power, determined by means of an indicator, is the power developed by the engine, including that expended in keeping itself running. It is usually about 25 per cent. higher than the actual or brake horse power. Nominal horse power is a variable term. Some makers say their engine will develop on its full capacity, say fifteen brake horse power, but they do not recommend them to run on more than thirteen horse power load; therefore, they call the engine fifteen actual, or thirteen nominal horse power. Others use nominal horse power to mean the same as indicated horse power.

These points are necessary to an understanding of the work engines have to do, and are necessary to secure an equal consideration of various engines.

Many points, similar to these various illustrations, will come up in the experience of a dealer handling gasoline engines, and to a large extent his success will be due to the tact and skill which he uses in taking care of these various points.

British Dealers Sore and With Reason.

During the past eighteen months we have come in contact with a very large number of the implement and vehicle dealers of Western Canada, but in all that time we have come across only one or two men who were thoroughly dissatisfied and disgusted with their vocation. It may be true that others were not wholly in accord with their business environment but as they did not air their grievances we are not forced to class them with the unsatisfied ones. We take it that this is the surest indication of prosperity, and we are confident that the dealers of the West have every reason to think likewise.

While this condition of satisfaction and encouragement prevails in Western Canada a very different state of affairs exists in the Old Country. According to our British exchanges dealers over there have every reason to feel discouraged and perplexed, owing to the prevalent conditions in the implement and machinery business. A writer in the Agricultural Chronicle has the following to say on this subject:

"The British implement agent is feeling sore, and, although the prospects of business in harvesting machinery during the present season are fairly bright, he is not looking forward to the year's trading with pleasurable anticipation. We have not far to seek the cause, for it is well understood by all engaged in either making or selling machines that the profits are not what they used to be. The systematic price-cutting which has been going on during the past few years has well-nigh ruined many agents, because the profit margin between cost price and selling price has not been sufficient to cover the expenses—oftentimes heavy—which the agent is forced to incur."

Nothing but ruin and bankruptcy can be the outcome of a systematic policy of price-cutting. Trade is demoralized and placed in an altogether deplorable condition. There can be no success, no prosperity, no friendship and nothing but poor results from the effects of such a policy. To dealers in this country the moral is obvious.

A Man is but what he knoweth. —*Bacon.*

THE BIG 3

CATER'S PUMPS

Charter Gasoline Engines

CATER'S WINDMILLS

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Brandon Pump & Windmill Works

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Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all.

Yours for the asking.

Your attention is called to

NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

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TWIN CITIES

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THE SHORT LINE TO CHICAGO

ENTIRE DISTANCE

Minneapolis and St. Paul to Chicago

THE TRAIN FOR COMFORT

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Electric lighted throughout from engine to rear car.

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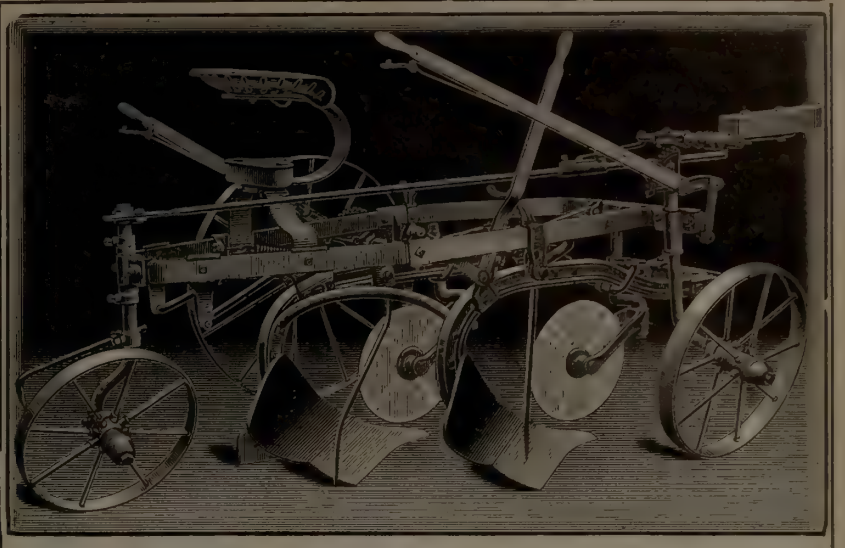

THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

THE Frost & Wood Company LIMITED General Agents,

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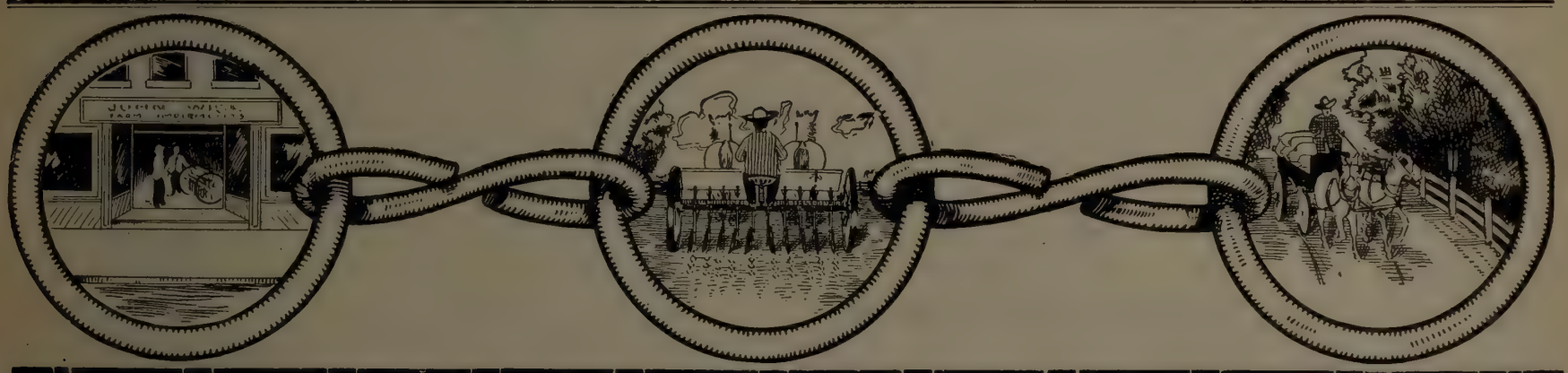

HOOSIER GRAIN DRILLS

The Hoosier Low-Down Press Drill always gives perfect satisfaction.

We also make Hoosier Double Disc and Shoe Drills.

We make a Special Hoosier Single Disc Drill to meet the requirements of the farmers of the great Northwest. It is constructed upon the "zig-zag" "closed delivery" principle, and will not clog in mud or trash. Its grain feed is positive and accurate and will sow any and all kinds of seed perfectly. It is as strong as steel and malleable iron can make a drill. It has duplex "chilled" bearings, is wonderfully light draft and free from neck weight. The Hoosier is easy on both man and team.

Send for Catalogue and Prices.

AMERICAN SEEDING MACHINE COMPANY,

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GREAT NORTHERN RAILWAY

THE WINNIPEG LIMITED

To St Paul and Minneapolis

The directness of the route—the fast time—the excellence of the train, combine to make the journey a pleasant and delightful one.

Comfortable Day Coaches — palace sleeping cars, dining cars, compartment library, observation cars.

Leaves C.N.R. Depot, Winnipeg, daily 5-20 p.m.;

Direct connections at St. Paul and Minneapolis for all points east and south.

PACIFIC COAST AND RETURN $60.00.

S.S. "Minnesota" sails from Seattle for the Orient July 25.
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Daily Excursions Eastward

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Low rates to Detroit, Buffalo Niagara Falls and points on the picturesque St. Lawrence River

From Minneapolis and St. Paul your route is via the cool, picturesque 300-mile Mississippi River Scenic Line. Three trains daily, with the world's best dining-car service.

Let me assist you in planning a summer vacation trip to the East

F. M. RUGG, Northwestern Passenger Agent
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Burlington Route

NORTHERN PACIFIC
YELLOWSTONE PARK LINE

$60.00 Round Trip

ALL NORTH PACIFIC COAST CITIES

On Sale June 1st to Sept. 15th.
Limit, Oct. 31st, 1906.

STOP-OVERS.

Tourist Rates to all Summer Resorts from June 1st.

FAST FREIGHT LINE.

Route all your Freight care NORTHERN PACIFIC at St. Paul or Duluth.

H. SWINFORD, General Agent,
R. CREELMAN, Ticket Agent,
341 MAIN STREET, WINNIPEG

Asiatic Plow Requirements.

United States Consul-General Wilber, of Singapore, writing to the Bureau of Foreign Commerce at Washington has the following to say regarding the demand for plows in the Malay peninsula:

"A very heavy plow is required for turning up stumps and for laying over a furrow of eight inches deep and two or three feet wide, and a light plow for other conditions requiring only a six to ten inch furrow. The former object is attained in the Hawaiian sugar plantations by the use of two suitable plowing traction engines equipped with winding drums and automatic coiling gear, moving parallel to one another at a distance of from 500 to 1,200 feet apart, and each alternately hauling a large double-ended plow toward itself, the one not in operation paying out its rope or cable whilst moving forward for its return haul of the plow. An English firm has supplied those islands with numbers of these machines. I think, however, that there are steam plow makers in America who can accomplish the same thing satisfactorily with only one engine, and that dragging a heavy disk or other pattern plow behind it.

"As to the smaller plow required, it is believed that a single or light double-revolving disk plow with cleaners will fill the bill. The manufacturer must consider, however, that the motive power will not be a horse but a mud buffalo, or a team of them. These are very strong, but move more slowly than does the horse. The point at which power is brought to bear upon the plow will be practically the same as when using a horse. The buffalo stands about four and one-half to five feet high. The strain of the load comes on his neck, which bears the yoke. The point where this strain is transmitted to the plow is about two feet from the ground. The soil is not very hard nor very soft.

"This type of plow, very light, to dig a four to six-inch furrow with two, three, or four disks, should be very serviceable on rice fields just after the first rains but before the floods. A single disk, or a light, double disk, should be very serviceable in turning over ladang, a tall deep-rooted grass that overgrows clearings, and it is a pest here on tapioca, rubber and coffee estates. The rubber estates are nearly all in the hands of Europeans. The sale of this class of goods would not be affected by the Chinese boycott."

Fable of the Frogs.

Two gay young frogs, from inland bogs
Had spent the night in drinking.
As morning broke and they awoke,
While yet there eyes were blinking,
A farmer's pail came to the swale
And caught them quick as winking,

Ere they could gather scattered senses
Or breathe a prayer for past offences,
The granger grave—that guileless man
Had dumped them in the milkman's can;
The can filled up, the cover down,
They soon were started off for town.

The luckless frogs began to quake
And sober up on cold milk shake;
They quickly find there breath will stop
Unless they swim upon the top;
They swim for life, they kick and swim
Until their weary eyes grow dim.

Their muscles ache, their breaths grow short
And gasping, speaks one weary sport:
"Say, dear old boy, it's pretty tough
To die so young, but I've enough
Of kick for life; no more I'll try it—
I was not raised on a milk diet".

"Tut, tut, my lad", the other cries,
"A frog's not dead until he dies;
Let's keep on kicking—that's my plan,
We yet may see outside this can".
"No use, no use", faint heart replied,
Turned up his toes and gently died.

The braver frog, undaunted still,
Kept kicking with a right good will,
Until with joy too great to utter
He found he'd churned a lump of butter
And, climbing on that lump of grease
He floated round with greatest ease

MORAL.

When things go wrong- don't scowl or frown
Don't get discouraged and sit down;
But struggle on— no murmur utter.
A few more kicks may bring the butter.

—Unknown Author in Jersey Bell.

Just the Beginning.

Machinery is the corner stone of modern society, the very foundation on which law, science, ethics, the arts, even the state itself, rests. It is so new that we do not yet know its poetry. We do not yet understand. Only two generations have lived beside the highway of steam, only one has seen the Bessemer converter transform the blacksmith into the master builder of ships and towers. The sewing machine, the far speaker, the typewriter, are common things of today, accepted as a matter of daily convenience, and yet are they teachers of the people. Machines that come close to our lives and homes insensibly teach truth, precision, the adjustment of universal laws to human needs, respect for that wise idea that labor saved is labor released for higher and nobler toil. The machine is the head master in the high school of the race.—Exchange.

FARMERS
THRESHERMEN
DAIRYMEN
BLACKSMITHS
MACHINISTS
PRINTERS
MILLERS
CARPENTERS
BUTCHERS
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BRICK MAKERS

THE

I.H.C. GASOLINE ENGINE

THEY ALL NEED IT

RAILROADS
ELECTRIC PLANT OPERATORS
COTTON GINNERS
SAWMILL OPERATORS
FRUIT GROWERS
WATERWORKS OPERATORS
CONCRETE MIXERS
FOUNDRIES
ELEVATOR OPERATORS
WOOD SAWERS
HOTEL KEEPERS
BOX MAKERS
WELL DIGGERS
DYERS AND CLEANERS
PATTERN MAKERS

THEY ALL NEED A GASOLINE ENGINE. Think of the field! You can figure out for yourself just why. The printer needs one to operate his presses, the baker his bread-mixing machine, the carpenter his saws and planer, and so on through the entire list. In a few moments you can figure out for every interest enumerated some need for a gasoline engine; in a few moments more you can figure out just why they need an I. H. C. engine in preference to any other gasoline engine or power producer.

The advantages of I. H. C. gas or gasoline engines over all others are so many that it is impossible to enumerate them here. However, keep this in mind. For simplicity, economy in fuel consumption and reliability these engines are superior to all others. They do not require an engineer; they are always ready to work; they always work, and they use such a small amount of fuel that its cost will never be a source of worry to a power user.

No dealer can do better than secure the agency for I. H. C. gas and gasoline engines, and work this big field. It is a field worth careful consideration, and working it with an I. H. C. contract will bring largely increased profits. If interested in information relative to terms and territory, write the nearest general agency or see the blockman.

I. H. C. Vertical	I. H. C. Horizontal-Stationary	Horizontal-Portable
2, 3 and 5 Horse-Power	4, 6, 8, 10, 12 and 15 Horse-Power	6,8,10,12 and 15 Horse-Power

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INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U. S. A.

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AT OUR SHOW-ROOMS ON MARKET SQUARE

The most attractive display of Carriages, Traps, Etc; Runabout and Palace Touring Automobiles, Farm Wagons and Sleighs, Cutters, Disc Plows, Disc Harrows, Gasoline Engines, Grain Grinders, Wood Pumps, Etc.

Attentive and Competent Salesmen to Show Over our Entire Stock.

JOSEPH MAW & CO., Limited

WINNIPEG, MAN.

BINDERS MOWERS RAKES

DRILLS CULTIVATORS

PLOWS

When talking to a farmer about farm machinery it is an easy thing to convince him that Frost and Wood Farm Implements will meet his requirements and give him the best of satisfaction. He knows our line by reputation if not by actual experience.

We are progressing very favorably with our new plant; when it is completed we will be in a position to turn out just about double the amount of material that we had capacity for previous to our fire. This will put us in an excellent position to handle all orders expeditiously and to the entire satisfaction of our customers.

Write to our Winnipeg Branch for prices and information

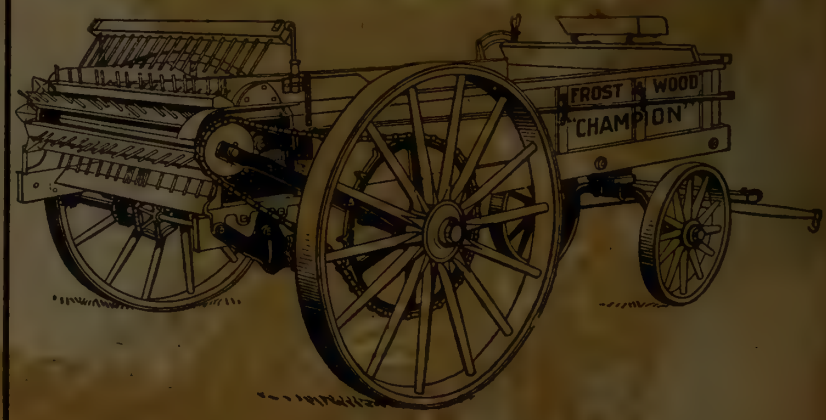
THE Frost & Wood Company LIMITED.

WINNIPEG BRANDON REGINA CALGARY

HARROWS

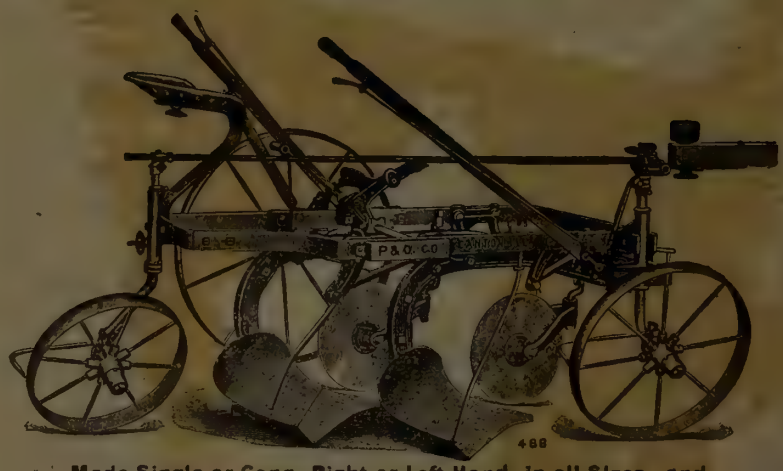
SCUFFLERS RIDING PLOWS

MANURE SPREADERS and WAGONS



THE P. AND O. CANTON

DIAMOND PLOW



Made Single or Gang, Right or Left Hand, in all Sizes, and with all Styles of Bottoms.

There is ONE FEATURE ON THIS PLOW that stands head and shoulders above any other riding Plow made anywhere, by anybody, at any price.

It is this —Its Special Controlling Rod provides for the rigid locking of the rear wheel when ploughing, and the automatic unlocking of the same when turning a corner.

A square corner can be turned without touching a single lever.

Even the deviation of the team does not affect the true, straight path of the rear wheel and the plow.

In other words, you don't have to watch the Diamond Plow at all.

It works automatically in its changes. That saves worry.

This is but **ONE** point.

There are others equally as telling.

We know of no other plow so substantially put up.

We know of no other plow that does as good work.

We know of no other plow built of such staunch materials.

PARLIN & ORENDORFF CO., Canton, Ill.

W. JOHNSTON & CO., Ltd., WINNIPEG,

GENERAL AGENTS.

CANADIAN FARM IMPLEMENTS

VOL. IV, No. 2. WINNIPEG, MAN., AUGUST, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

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H. B. Shaw - - - Superintendent.
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ALBERTA.—Calgary, Cardston, Carstairs, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat Okotoks, Pincher Creek.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch - - R. S. BARROW, Manager.

Any other Manufacturers in the Saddlery and Harness business in Canada using this Trade Mark, are liable to prosecution.

To the Trade THIS TRADE MARK THE **Horse Shoe Brand**

Will in future be found on the highest class Horse Collars, Harness and Saddlery made in Canada. This Trade Mark has been registered so that the public may know these goods, and can see the Trade Mark before purchasing. It is a guarantee that the best leather and workmanship are used in the article so stamped.

We have a complete stock of blankets, robes, coats, surcingles, bells, etc., etc.

Let us know your wants. We can ship promptly.

There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

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The GREAT WEST SADDLERY CO., Ltd.

WINNIPEG, CALGARY, EDMONTON.

WATSON'S FARM AND BUSH SLEIGHS

They Keep the Road.
They are Well-Made and Heavily Ironed.

WE SELL
Wood and Pole Saws
Feed Cutters
Grain Grinders
Whiffletrees
Horse Powers
Bevel Jacks
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Made in all Sizes with Steel and Cast Shoeing. Ours are the only Sleighs having a Trussed Bench

SELLING AGENTS FOR
GRAND DETOUR WAGONS AND FARM TRUCKS.

They Keep Your Trade.
You can get a Better Price for them than for any other.

WRITE US.

John Watson Mfg. Co. LIMITED

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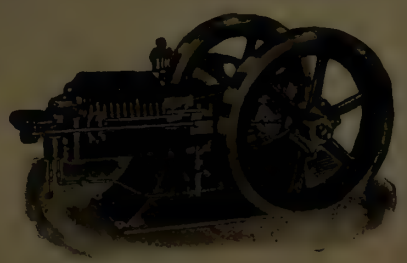
"Burridge Cooper" Engines

Our Air-Cooled Gasoline Engine

No water to freeze
No Oil to leak.
No complicated fans to get out of order.
Perfect in every respect.
Every engine fully guaranteed.



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SAFE LOCK SHINGLES.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

Tell us all about your requirements and ask for our 1906 Catalog.

CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

More Trade Winners for 1907

"WE SEED THE SOIL."

Look

Well into the cut of this Drill, you will find three distinct kinds of shoe, viz.,—Double Disc, Single Disc, and Drag Shoes, each shoe in itself being perfect, showing that we consider every desire of every farmer everywhere.

TAKE YOUR CHOICE.

COCKSHUTT SHOE DRILL.

Consider

The horses—that adjustable cleavis on the hitch of the Cockshutt Drills—by raising or lowering the double trees takes weight off the horses. The Ratchet Drive insures the feed motion. The revolving axle prevents sagging, and all kinds of grain, even flax or corn, may be sown with ABSOLUTE REGULARITY.

See Both Sides

Of our Single Disc. The convex side shows Scraper and Self Oiler; its concave side shows Bearing with Drag Bar attached.

CONVEX. CONCAVE.

Every Dealer in Western Canada will profit by a visit to our Show Rooms when in the City. Always something interesting to show you and you are always welcome.

Our Double Disc Shoe.

More and More.

We also Manufacture and Show: STEAM PLOWING GANGS—DISC PLOWS—DISC HARROWS—IRON HARROWS—CULTIVATORS—CARRIAGES—CUTTERS—WINDMILLS—GRINDERS, Etc.

THE ADAMS WAGONS AND SLEIGHS

Undoubtedly

"Adam's" was the first farm wagon on earth, and ADAMS FARM WAGONS AND SLEIGHS continue to maintain that first position. "Is it an 'Adams'"? settles all questions concerning lightness, durability and quality.

COCKSHUTT PLOW CO Ltd

Factory: **Brantford.** Western Branches { **Winnipeg, Regina and Calgary**

CANADIAN FARM IMPLEMENTS

Vol. IV, No. 2. WINNIPEG, MAN., AUGUST, 1906. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c.

Dr. A. W. Bell,
Manager Winnipeg Industrial, 1906

G. H. Greig
President Winnipeg Industrial, 1906

F. J. Clark,
Manager Brandon Fair, 1906.

J. S. Gibson,
President Brandon Fair, 1906

The Winnipeg Industrial Has Taken a New Lease of Life.

With the grounds in a greatly improved and much more satisfactory condition, the educational features vastly increased and strengthened, the side show attractions placed on a higher moral plane than formerly and the fake element entirely eliminated, the Winnipeg Industrial Exhibition for 1906 has passed into history.

This year, however, it leaves behind a record of substantial progress in necessary improvements. From the standpoint of material advancement, it was the most successful exhibition ever held under the auspices of the Association. From an exhibition point of view it was away ahead of any previous event held here.

For the five days of the show the total number of paid admissions was 118,698, as compared with 112,764, the total attendance for the previous season. When it is taken into consideration that two out of the five days this year were very wet, and that there were numerous counter attractions in the city not here last year, it will be clearly seen that there is no diminution of interest in the Industrial.

Throughout the entire fair there was every indication of the dawning of a new era that means for the betterment of the exhibition and the placing of it on a firmer foundation. Things were not run in the same haphazard fashion as of yore. System was introduced, and with it all its resultant advantages. Among the exhibitors this year there was a conspicuous absence of that wholesale dissatisfaction that marred the events of previous summers, and this bodes well for the future.

The dumping of gravel on the low places and grading them up; the construction of the cedar block roadway, new side walks, etc.; the repairing and painting of many of the buildings, the grand stands and the Colonade; the cutting of doorways through the middle of the different Manufacturers' Buildings, the division of the cattle barns by cutting them in two; the placing of seats about the grounds as well as other necessaries for the comfort of visitors were all features highly appreciated.

The President and other members of the management of the Association are to be congratulated on their efforts to improve the fair. Their securing of Dr. Bell as Manager was a well advised step, and his work reflects great credit on their judgment. We believe the Industrial largely owes its new lease of life to Dr. Bell, whose energies have been untiring to make it a success.

Western Manitoba's Big Fair an Unprecedented Success.

After four days of unprecedented success, Western Manitoba's big fair, held annually at Brandon, Man., under the direction of the Western Agricultural and Arts Association, was brought to a termination on August 3rd. By many thousands the attendance this year was away in advance of that of any previous season. In every department it was the finest exhibition ever conducted in the Wheat City, and once again emphatically clinched its right to the title of "The Farmers' Fair."

To the visitor it was clearly evident that the management realize that the success or failure of their exhibition depends on its value from an agricultural standpoint. They endeavor to make their educational features of the greatest possible interest to the visiting farmers, and promote every project that will result for their benefit. During the past season two large horse stables and an excellent cattle barn were erected, thereby providing double the capacity for housing stock that existed heretofore.

This year it was easily seen that the Association heeded the words of warning sounded last year in connection with the nature of the side shows and other attractions. They are to be commended for this move and credited for the needed improvements in this direction. However, there is yet much to be done. All games of chance should be refused admittance to the grounds and likewise any side show not coming up to a certain moral standard. The respectable people desire the entire elimination of anything of a coarse, degrading or vulgar character, and it's up to the Association to respect their wishes. We are confident, at least we hope, that the management will not be lax in this regard at future shows.

While the grand stand accomodation was considerably increased since the last fair, it is yet entirely inadequate to meet the requirements. It was a very noticeable fact that half the people who secured tickets for the evening performances were compelled to stand. This is not as it ought to be. With the growing attendance that is being recorded each successive season, it is imperative that sufficient grand stand room be provided for the accomodation of patrons.

The big Western fair is an excellent show, backed by capable officials and a tip-top manager, and we wish to see it grow and prosper. It will be a pity if it should fail to reach its greatest glory through the inferior quality and tone of its shows, and lack of sufficient seating on the grand stand.

Calgary.

Mr. J. P. Minhinnick, of the Frost & Wood Co., is at present on an extended trip throughout the Edmonton and Wetaskiwin districts.

During the absence of Mayor Emerson, attending the congress of municipalities, Mr. W. G. Hunt, manager of the Massey Harris Co., and one of Calgary's most popular aldermen, was acting mayor.

Mr. A. W. Trickey, cashier of the Calgary branch of the Massey Harris Co., recently returned from his honeymoon trip in the Eastern provinces. He is the recipient of many congratulations from "the boys."

During the past month the following implement dealers visited our city: Andrew Underschultz, Fort Saskatchewan; M. McHardie, Okotoks; O. B. Murdock, Airdrie; A. F. Grady, Macleod; and J. F. Sinclair, of High River.

Mr. G. F. Bryan, of the H. F. Anderson Co., of Winnipeg, spent some time here a short time ago in the interests of his company. It is reported in local circles that it is the intention of this concern to appoint a permanent representative for this province, with headquarters here.

During Exhibition week, many members of the Alberta implement trade visited the city. To the Massey Harris representatives the local branch tendered a very enjoyable banquet. Such social intercourse will undoubtedly result in greater interest, and bigger sales.

Crop conditions in central and southern Alberta continue to be extremely favorable. Reports from all sections show that banner yields will be harvested this year. Barley cutting has been begun in many sections and fall wheat harvest will be well over by the middle of August.

Mr. J. M. Coates, who is handling the Superior fanning mills, for which the Harmer Implement Co., of Winnipeg, are general representatives in Western Canada, was in the city for several days recently. While here he made arrangements with the Uneeda Supply Co., of this place, to handle his line of fanning mills in Alberta.

Mr. H. A. Dunn, manager of the Fairchild Co., of Alberta, is on a trip to Winnipeg and other eastern and southern points in Canada and the United States. After completing his concern's business, Mr. Dunn expected to spend a vacation at his old home in Illinois. He is likely to return to sunny Alberta about the middle of August.

With the Frost & Wood Co., located in their new quarters, "Implement Row," is almost complete. Nearly all the implement concerns are located here, and within a small radius the following firms are to be found: Moline Plow Co., American Seeding Machine Co., Cockshutt Plow Co., Massey Harris Co., William Gray & Sons, the International Harvester Co., and the Frost & Wood Co.

The Frost & Wood Co., Ltd., are moving into more convenient and commodious quarters on Ninth Avenue, West, where they will enjoy the advantages of track facilities. Owing to the great increase in the company's business, it was found necessary to have larger warehouse space and this could not be secured in that part of the city devoted to the retail trade, From their new stand, however, the wholesale department can be much more conveniently handled.

Mr. J. B. Tudhope, M. P., for East Simcoe, with his brother Hugh, have been touring Alberta with a view to deciding on a suitable distributing point for their goods. After looking the field over carefully, they have determined to make Calgary their Alberta headquarters, and it is their intention to build a large warehouse on the corner of Eleventh Avenue and Second St., from which place the products of the Tudhope Carriage Co. will be distributed in future. This building will be completed in time to let the company get thoroughly settled and in first rate working order by the 1st of January, 1907.

The Calgary Exhibition proved to be one of the most successful fairs ever held west of Winnipeg. The stock exhibits were numerous and of the very highest quality. There was no more interesting feature of the show than the splendid display of threshing machinery. The sports, races, and fireworks drew enthusiastic applause from the immense crowds in attendance; yet these were not given undue prominence, and did not in any way detract from the educational interests of the exhibition. Many visitors, who have attended Winnipeg fairs, stated that in this respect the older city might take many valuable pointers from the ambitious city in the foothills.

The visit of Mr. Frank Morse, of the Grand Trunk Pacific Ry., was of great interest and importance to the wholesale dealers of the city. Implement men were particularly interested as matters of railway competition and shipping facilities are of keen importance to them. While no impossible promises were made, Mr. Morse spoke frankly regarding the plans of the G.T.P., and stated that the railway would reach Calgary with all possible speed. A committee from the Board of Trade and City Council were assured that Calgary figures largely in the plans of the new road. It is hoped that they will enter the city in the course of two years.

A WORD TO DEALERS

See that your orders for

Pumps, Windmills & Gasoline Engines

For this year's business are

Addressed to **H. CATER**

Brandon Pump & Windmill Works

BOX 410, BRANDON, MAN.

Reference: Bank B.N.A.

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all.

Yours for the asking.

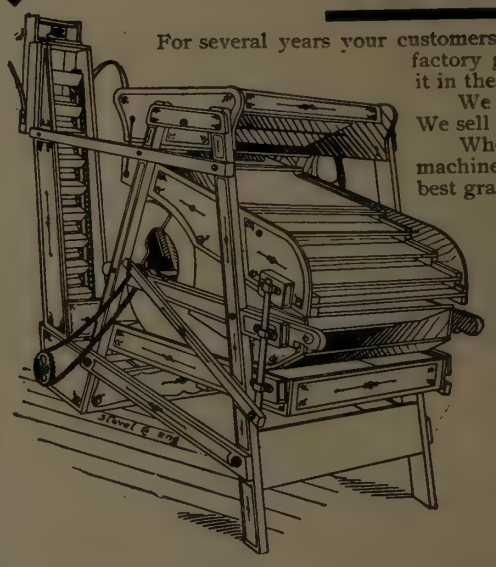
Your attention is called to

NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

DEALERS



For several years your customers have been looking for a satisfactory grain cleaner. They will find it in the "HERO."

We don't peddle our machines.—We sell to the trade only.

When you are handling the best machinery in other lines, handle the best grain separator on the market.

Your success depends on the prosperity of the farmer; his in turn depends on the quality of his seed. The "Hero" will satisfy him because it will clean with equal facility wild oats or other foul seeds from wheat.

We have the machine that will interest you, that will pay you, and that will satisfy your customers.

MANUFACTURED BY

Dow-Wadge Implement Co., Ltd.

COR. C.P.R. and JACKSON AVE.

ELMWOOD, - WINNIPEG

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N.B , Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que , Vancouver, B C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

The JOHN DEERE PLOW

JOHN DEERE MOLINE, ILL.

"THE PLOW OF QUALITY"

JOHN DEERE MOLINE, ILL.

STANDARD OF THE WORLD

FOR

NEARLY 70 YEARS.

IT GETS THE BUSINESS

NOW IS THE TIME FOR THE WISE DEALER TO FIGURE ON A 1907 CONTRACT BEFORE IT IS TOO LATE

DEERE & COMPANY

MOLINE, ILL. U.S.A.

The Fairchild Co., Limited

General Agents,

Regina Winnipeg Calgary

Cream Separators a Splendid Feature at Winnipeg.

Since the general introduction of the hand cream separator into Western Canada, and particularly since the establishment of branch houses and agencies in the West by different companies engaged in their manufacture, the exhibits of these machines have always proven a most interesting feature of the Winnipeg Industrial Exhibition, as well as other fairs in this country. This was especially true of the showing made at the Industrial just closed. Almost every concern doing business in this territory was represented, and the visiting dairyman, farmer, or implement dealer, intersted in such goods had a grand opportunity to thoroughly examine and compare the various styles and types of cream separators.

This year the exhibition authorities made many changes, none of which were more appreciated than the locating of most of the separator exhibits in the Science and Arts building, which also contained the display of dairy products. Here the buttermaking competition was also carried on, and this was one of the most creditable innovations of the fair. This was held in a ring opposite the main entrance, and was surrounded by several tiers of seats. The most regrettable feature in connection with this test was the small number of entries, and we were sorry to note that the male sex was not represented among those taking part. However, Prof. Carson, of the Manitoba Agricultural College who was responsible for this competition, was very much pleased with the results and hopes to have a bigger and better contest at the Industrial of 1907.

The De Laval Separator Co. Exhibit at Winnipeg Industrial, 1906.

The different concerns making exhibits report a very busy week. Each and all were very well satisfied with the results of their efforts. This year, we understand, most of the exhibitors were pleased with the changes and improvements, and hope that the Association will continue in their work of the past season. The following will give the trade some idea of the size and style of the various separator displays:

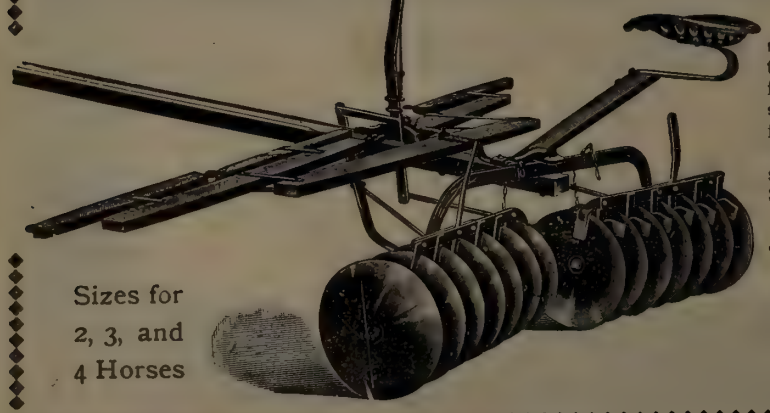
THE DE LAVAL SEPARATOR CO.

The first exhibit that attracted the eye of the visitor on entering the main doorway of the Science and Arts building, was the splendid display of the De Laval Separator Co. Their booth was beautifully decorated in dark, rich colors that gave added attractiveness to the handsome gold signs, medals, diplomas, and other pretty pictures that adorned the walls. The floor was covered with oilcloth of a neat pattern, and chairs were provided for the comfort of visitors. In all, they had nine separators on display, ranging in capacity from 300 lbs. to 1,200 lbs. of milk per hour. This exhibit was under the direct charge of Mr. Neil Dow, who, as usual, was unfailing in his courtesy to those who called on him. With him were associated a corps of assistants and each was kept busy answering the many questions put to them by interested passers-by. In the centre of the booth, on a handsome ebony pedestal, we viewed the beautiful silver cup donated by the company to the Exhibition Association, to be awarded to the maker of the best butter made from cream separated by a De Laval cream separator. Mr. Dow reported a splendid business during the past season, and states that from present indications the outlook is most favorable.

THE NATIONAL MFG. CO.

This year the National Mfg. Co., of Pembroke, Ont., and Winnipeg, were again in evidence, this time introducing their new pump separator, the "Canada." They had an attractive stand at the end of the Science and Arts Building, and this, Mr. C. C. Mcdonald, their Western representative, had suitably fixed up for the occasion. This new type of separator contains many novel points in construction. The most radical departure, however, is the automatic pump. The plunger of this pump is connected with the driving wheel so that the supply of milk and

BISSELL'S THE DISK THE FARMERS WANT



Sizes for 2, 3, and 4 Horses

Is known among farmers as the **best disk made** because it has the **capacity**, the **knack**, the **get there**, which others lack. A success for use on **Summer fallows**, on **breaking**, on **stubble fields** after harvest. It is the best by far for any tough job. Look out for the name "**BISSELL**". None genuine without it. For sale by agents. Full particulars free by mail. See samples with

Jos. Maw & Co., Ltd., Winnipeg, Man.

WESTERN AGENTS.

MANUFACTURED BY—

T. E. BISSELL DEPT. I. ELORA, ONT.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

speed of bowl is regulated by the turning of the crank. The pump conveys the milk from a pail beside the separator on the floor directly to the skimming device, thus eliminating the necessity for a tank on top of the machine. As the operator has entire control of the flow of milk and the speed of the bowl, the closest skimming is assured at all times as any alteration in the speed of the bowl will decrease or increase the flow of milk so that skimming will always be regular, the automatic adjustment preventing any change or variation. The company had two of these separators on exhibit with capacities of 660 lbs. and 1,500 lbs. of milk per hour respectively. Mr. Macdonald informed us that in severe tests this separator has demonstrated its ability to skim to a trace. It is his firm's intention to go after the business with their "Canada" immediately. They also had on display several samples of their improved combination wagon and stock scales.

MELOTTE CREAM SEPARATOR CO.

This year the old stand of the Ogilvie Milling Co. was occupied by the Melotte Cream Separator Co., and being right at the end of the main walk of the Science and Arts Building, it is needless to say that it was a position with many advantages from the exhibitor's or spectators standpoints. The company had the walls covered with red, white and blue bunting and hung with the well-known diagrams and charts of Melotte Separator, showing machines from various positions. On display there were five of these high-grade separators, of capacities varying from 280 lbs. to 1,800 lbs. of milk per hour. Mr. I. Wood, who was looking after the company's interests, was feeling in fine fettle and looking extremely well pleased when we got around his way. Later we found the reason for this was owing to the fact that he had been listening to flattering enconiums from satisfied customers. As well as their separators, this firm showed a neat line of modern refrigerators, regarding which they had many enquiries from economical and sanitary housewives. They reported a first class trade during the Fair.

THE VERMONT FARM MACHINE CO.

At the stand of the Vermont Farm Machine Co., Bellows Falls Vt.; manufacturers of the famous U. S. cream separators, which was located on the main aisle of the Science and Arts Building, we met our old acquaintance, Mr. P. W. Simpson, of Fargo, N. D., who was assisted by Mr. G. W. Grout, of Winnipeg, in looking after the interests of the above company. We missed the familiar face and figure of our old friend of last year, Mr. J. A. Flanagan, who was too busy farther west, booming business, to get in to the Industrial. The exhibit, however, was in able hands, and consisted of several samples of the U. S. separator, in a different range of capacities, running from 300 lbs. to 1,500 lbs. of milk per hour. In addition to their separators, the company displayed their dog and sheep tread powers, and these were subjected to much attention from the visitors. Mr. Simpson reported a first class trade, both in North Dakota and Western Canada. He had his stand gaily decorated with the well known U. S. trade mark of the company he represents.

Empire Cream Separator Exhibit at Winnipeg Industrial, 1906.

THE EMPIRE CREAM SEPARATOR CO

In connection with their other exhibits in the central Manufacturers' Building, the Ontario Wind Engine & Pump Co. had an excellent display of the "little, blue, frictionless Empire" separ-

FLORENCE WOOD PUMPS

The Finest Wood Pumps obtainable. Reliable and Profitable. Bodies are made of select poplar, the Cylinders are porcelain-lined. All Pumps are thoroughly tested before leaving the Factory. Dealers will find these excellent sellers. Write us to-day.

Melotte Cream Separator Co., Ltd.,

AGENTS,

312 ROSS AVENUE, WINNIPEG

DE LAVAL Separators

Exclusive Highest Award, St. Louis, 1904

Exclusive Highest Award, Portland, 1905

Bear the unqualified endorsement of the world's experts on Dairying and Dairy Machinery. Last a lifetime.

THE DE LAVAL SEPARATOR CO.

14-16 Princess Street, Winnipeg

Montreal, Toronto, Chicago, New York
Philadelphia, San Francisco

BRADLEY POWER PRESS

Tracks with a wagon. Can be drawn by two horses on common roads.

ALL STEEL EXCEPT WHERE WOOD IS BETTER.

OUR BLOCK DROPPER saves enough TIME in ten hours to bale 1½ to 3 tons more than other presses.

LOW FEED TABLE. Has full size baling chamber, but frame is short enough to load in box car.

Simple
Powerful
Rapid

Friction Beater-Head.

Patent Tension.

Is Light but Strong.
Send for Circular

Made by
DAVID BRADLEY MFG. COMPANY
223 JAS. ST., WINNIPEG, MAN.

ators, made by the Empire Cream Separator Co., of Bloomfield, N. J. This display was adjoined by the magnificent flower display made by the City Parks Board. The large number of beautiful flowering plants, the splendid shrubs and elegant hanging baskets, together with the miniature walks and lawns, served as an exquisite back ground for the display of Empires. The company had on the floor nine of their separators, varying in capacity from their machine capable of skimming 175 lbs. of milk per hour to that of skimming 825 lbs. of milk per hour. The outlook for the coming season, according to those in charge of this display, is of the greatest promise. All were feeling in great shape over the results of the week, having transacted considerable business.

THE SHARPLES SEPARATOR CO.

It was quite evident from the trim appearance of the stand of the Sharples Separator Co., of West Chester, Pa., and Toronto, Ont., that neither time nor expense were spared in fitting it up. It was a dainty booth, reflecting credit on those responsible for it. The company had five of their well known Tubulars on display, varying in size from their machine with a capacity of 200 lbs. of milk per hour to that of 1,000 lbs. of milk per hour. The exhibit was under the charge of A.T. Drinnen, who was kept at full pressure answering queries relative to his machines. In talking over the general stituation, Mr. Drinnen informed us that during the past few months his company had done an excellent trade in the West. He was very enthusiastic over the Tubular and its future in this country. Literature and neat lapel buttons were freely furnished to every interested party.

RAYMOND MFG. CO.

The Raymond Mfg. Co., of Guelph, Ont., and Winnipeg, makers of the National cream separator, had a comfortable, convenient, and tasty booth in the northern Manufacturers' Building. On exhibit there were eight samples of the National separator, the capacities of each running all the way from 250 lbs. to 700 lbs. of milk per hour. Speaking to the company's Western manager, Mr. D. M. Hackney, who was in charge of the exhibit, he said, "This past spring and early summer has resulted in great progress for our machines in this territory. We have had a large number of orders that we have been unable to fill owing to the inability to secure goods. We are anticipating another profitable season next year." The company also had on exhibit several samples of their Raymond sewing machines, also samples of the work done on them.

Gentlemen !

Here is something that

Will Interest You

You want a good reliable

Wind Stacker

and

Chaff Blower

to supply the demand of your customers.

We have it, the best on market, easy to operate easy to run. Lightest Blower on the market, strongly built and neat in appearance. We give you an absolute guarantee. Last year we replaced nearly all makes of stackers. Every blower that we placed on the market are on the machines yet, not one of them have been displaced or taken off. This alone speaks for itself.

Send for Price-Lists and descriptive Circulars to

The Neepawa Manfg. Co., Ltd.

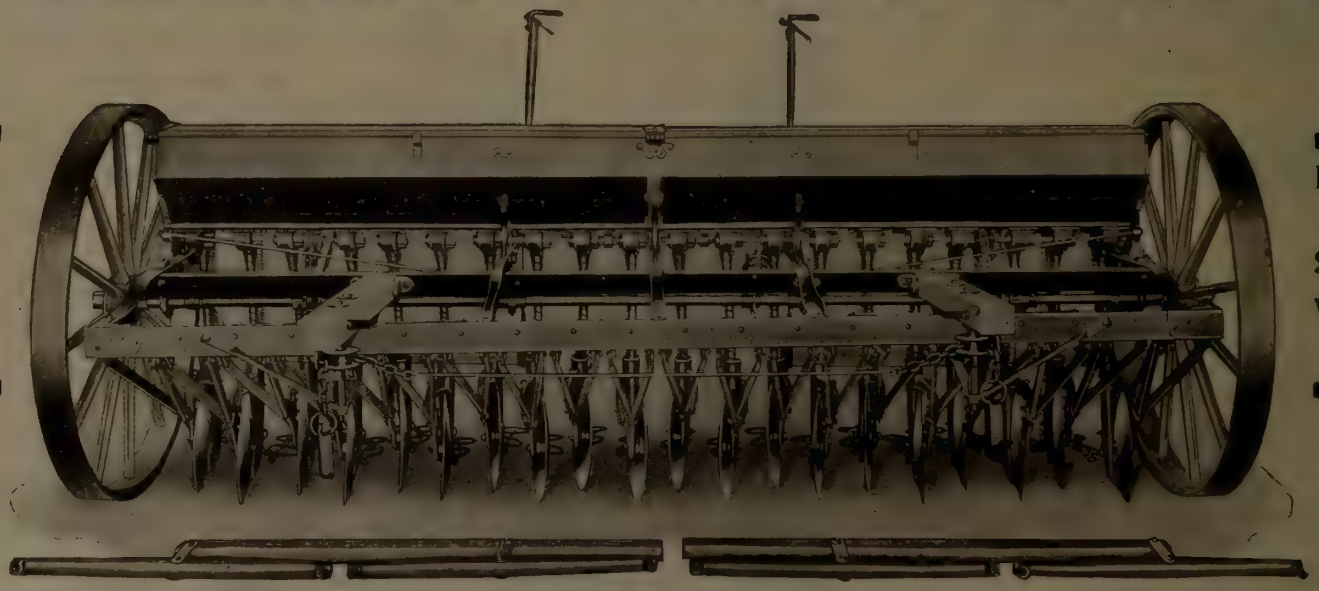
NEEPAWA, MAN.

McCORMICK GRAIN DRILLS

Fluted Force Feed.

Swivel Hitch.

Finely Tempered Disks.



Reinforced Frame

Strong Wheels

Well Made Grain Box

McCORMICK SINGLE DISK GRAIN DRILL.

McCormick grain drills are made for use on the large farms of Western Canada. On the single disk drill, an illustration of which is shown here, the disks are placed six inches apart to afford proper sowing of grain in this section of the country. These drills present many points that are not to be found on any other drill manufactured. Not only are these disks placed at the proper distance, but their manner of cutting and preparing the ground is unquestionably the best that has ever been devised.

McCormick grain drills can be supplied with 14, 16, 20 or 22 disks. The pole adjustment on all these drills may be made to accomodate from two to four horses.

Terms and territory may be arranged for by writing to our general agents or seeing our blockmen.
Western Canada Agencies : Calgary, Alta; Regina, Sask.; Winnipeg, Man.

International Harvester Company of America

CHICAGO, - (Incorporated) - U. S. A.

A Splendid Display of Threshing Machinery at Brandon.

In the past, the exhibits of threshing machinery at Brandon Fair have always been numbered among the most prominent features of that event. This year proved no exception to the rule. The display was certainly the most attractive from the standpoint of members of the implement trade, and it is no exaggeration to say that it was by long odds the finest collection of this class of machinery ever got together in the Wheat City. It was truly a magnificent show and attracted and held the attention of interested visitors from "early morn until dewy eve."

Practically every company doing business in Western Canada was represented. As Western Manitoba's big fair is such a Mecca for farmers, those in charge of the different exhibits spared neither time nor efforts to make it clear to those present that their particular line was vastly superior to all others. Hustle was the order of the week, with the result that considerable business was transacted, and many contracts closed.

Just here we want to draw the attention of our readers to a feature of "The Farmers' Fair" that could be changed to advantage. It is in the aranging of the different exhibits of threshing machinery. As it is at present, there is no system or uniformity, with the result that the different exhibits are more or less intermingled. This, we know, is confusing to the spectator and, we believe, it is a losing proposition to the concerns showing. Would it not be better to place the different displays alongside of each other in parallel lines? This method of procedure was followed at Winnipeg this year, and several gentlemen, present from the States, expressed their opinion that it added very materially to the value of the show. It does. It gives the man interested in threshing machinery a chance to get about quickly and easily. He can make his investigations in much less time and get a better idea of the merits of the different machines by comparison. We will hope to see this system of uniformity introduced at the Brandon Fair of 1907.

THE EXHIBITS.

The following is a list of the different concerns showing here who did not exhibit at Winnipeg and what constituted their displays:

AMERICAN ABELL CO.

The American Abell Co., well-known throughout Western Canada as the manufacturers of the "Cock O' the North Line," were in attendance with an excellent display of their goods. This consisted of a 26 h. p. simple traction engine, operating a 36 x 56 Toronto Advance separator, with Parsons feeder and Perfection weigher; and a 30 h. p. simple traction engine coupled with a 40 x 60 Toronto Combination separator having an American-Abell feeder and blower and a Perfection weigher attached. In addition there was a sample engine tank tender. This exhibit was made under Mr. L. Hartshorn, manager of the head office in Winnipeg.

MCKELLAR & MCNEILL.

The Brandon firm of McKellar & McNeill, better known to the trade as the "Two Macks," had on display an outfit, the product of the New, Hamburgh Mfg. Co., of New Hamburgh, Ont. This consisted of a 22 h. p. simple engine coupled to a 32 x 56 Prairie Chief separator; the latter being fitted with Maplebay blower and Perfection bagger. From appearances those in charge of this exhibit were busy at all times.

INTERNATIONAL HARVESTER CO.

Here the International Harvester Co. jumped into the game, showing one of their 15 h. p. portable gasoline engines operating a 32 Belle City separator, fitted with blower and high bagger. Mr. Thos. Fitch was looking after the interests of the company, and, judging by the number of people assembled at this display when we passed, we judged that he had his hands full.

SYLVESTER MFG. CO.

The Sylvester Mfg. Co., of Brandon, Man., were in the ring with a sample 3 h. p. Sylvester gasoline engine. This they kept in

Display of Stickney Gasoline Engines, Winnipeg Industrial, 1906

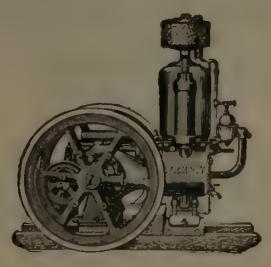
almost continual operation, and it was a source of much interest and drew an immense amount of attention to their exhibit. They also showed one of their half double and half single disc drills, and this also received considerable notice.

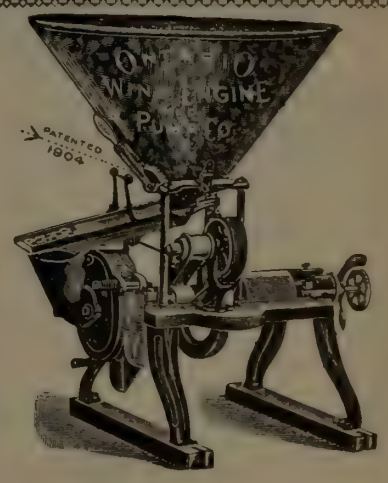
BRANDON MACHINE WORKS CO.

Patronizing their home fair, the Brandon Machine Works Co. were on hand with a most creditable display of their various lines. They had one of their 20 h. p. simple portable Brandon-Cornell engines, operating a 36 x 56 Filshie thresher, with Carberry blower and Perfection weigher and bagger. There were also samples of their two and four wheeled chemical fire engines, beautifully trimmed and fitted and a decided credit to Western enterprise. They were embellished with the company's well known slogan: "Made in Brandon." Adjoining their other exhibits, they had a sample of their well-boring machine, fitted with the necessary attachments for boring a well from sixteen inches to three feet in diameter. This may be either operated by sweep power or a gasoline engine. In addition, the company also showed a number of their gasoline engines, ranging in size from 1½ h. p. to 6 h. p., as well as samples of their Easy and Little Giant trip hammers, wood saws, grain grinders, fanning mills, grain picklers and a full assortment of Dodge split pulleys and hangers. The exhibit was in charge of Mr. Thexon.

JAMES SHIRRIFF.

Our old friend, Mr. James Shirriff, of Brandon, was in evidence showing the Imperial horse lift drill, and Defiance wheel and walking plows, made by the La





MR. DEALER

Your customers are reaping a good harvest, are feeling good and figuring on buying a power outfit of some kind this fall—to lighten their labors and increase their profits. We have everything they want in this line, and if you have not got our agency **get it at once** for

The Canadian Airmotor, Stickney Improved Gasoline Engine, Bell Horse and Tread Powers, Grinders, Feed Cutters, Wood Saws, Pumps, Tanks, &c., &c.

EMPIRE CREAM SEPARATORS.

The latest and best in every line, and lots of Roadmen to help you close sales. Write us to-day for our agency.

Ontario Wind Engine & Pump Co. Limited,

WINNIPEG, MAN,

Crosse Plow Co., and handled in Western Canada by the La Crosse Implement Co., of Minneapolis, Minn. He also had a Ruth feeder set up and in operation, the power being furnished by a Geo. White 20 h. p. traction engine. This exhibit was given a great deal of attention, and received much favorable notice.

AYLMER IRON WORKS CO.

The Aylmer Iron Works Co., of Aylmer, Ont., were represented and evidently with excellent results. They had on display one of their truck scales, and Mr. J. A. McKay, who was in charge, reported a very profitable week.

B. BELL & SON.

B. Bell & Son, St. George, Ont., showed one of their handy wagons, a new line they are introducing into the West.

THRESHERS' SUPPLY CO.

Doing business every minute of their time, and ever on the alert to aid some prospective purchaser in making his selection, the Threshers' Supply Co. had a first rate exhibit. Those in charge of this display report a very good week from a business point of view.

MANITOBA WINDMILL & PUMP CO.

Situated to advantage, the Manitoba Windmill & Pump Co. were in evidence with a full display of the different articles which they manufacture and handle exclusively in Western Canada. They had one each of their 2 h. p., 6 h. p., and 8 h. p. gasoline engines on the ground attached to grain grinders and wood saws. They also had a showing of their line of wood and iron pumps and steel windmills for pumping and power purposes. These mills attracted a great deal of notice, and being the manufacturers of the first steel windmills in Western Canada, the company came in for a great deal of complimentary criticism. Those in charge had all they could do in attending to the wants of friends and prospective customers.

BRANDON ROBERTSON CO.

The Brandon Robertson Co., of the Wheat City, were nicely located where they were showing one of their self feeders in operation.

SMITH & INGLIS.

Smith & Inglis, well-known dealers of Brandon, were most enthusiastic over the success of the Fair. They were present showing one of the American Seeding Machine Co.'s Superior wheel disc harrows, an implement that secured a great deal of attention from visitors.

BRANDON PUMP & WINDMILL CO.

Another Brandon concern on deck was the Brandon Pump & Windmill Works, who were on hand with a battery of their well-known wood and iron pumps. They were showing three Star windmills, made by the Flint & Walling Co., Kendallville, Ind., two pumpers and one power, and these mills attracted a great deal of notice. The Charter gasoline 6 h. p. engine was a prominent feature of this exhibit and the visitor could also see Brandon grain crushers, Illinois cream separators, and Star steel lawn swings. Mr. H. Cater, the proprietor and manager of the company, was in charge.

RISEBERRY PUMP CO.

The Riseberry Pump Co., of Brandon, showed several specimens of their wood and iron pumps, as well as a sample of their patent clothes dryer.

FENCE EXHIBITS.

The following concerns were on hand with full and complete exhibits of their fences and fencing: Great West Wire Fence Co., The London Fence Co. and the Manitoba Anchor Wire Fence Co.

OTHER EXHIBITS.

Among other firms showing at Brandon as they did at Winnipeg were the Harmer Implement Co., Carberry Stacker Co., Manson Campbell Co., Taggart Iron Co., Gray Carriage Co., J. & E. Brown, J I. Case, Nichols Sheppard, Waterloo Mfg. Co., Waterous Engine Works Co., Canadian Port Huron Co., North West Thresher Co., J. M. Ross & Sons, Neepawa Mfg. Co., Sawyer-Massey Co., Robert Bell Engine and Thresher Co., Gaar, Scott Co., and Haug Bros. & Nellermore.

CREAM SEPARATORS.

The following concerns made a creditable display of their goods in the building that was this year set apart for that purpose:

Melotte Cream Separator Co., National Mfg. Co., Raymond Mfg. Co., Vermont Farm Machine Co., Sharples Separator Co., and De Laval Separator Co.

When writing advertisers kindly mention Canadian Farm Implements.

Personals.

Mr. W. L. Taylor, general traveller for the Parlin & Orendorff Co., of Canton, Ill., was in Winnipeg for some little time about the first of August. While here, Mr. Taylor was the guest of W. Johnston & Co., who handle P. & O. goods in this country.

Mr. C. L. Gade, President of the Gade Bros. Mfg. Co., of Iowa Falls, Iowa, manufacturers of the Gade air-cooled gasoline engine, was in the city for a number of days during the past month, the guest of the Burridge, Cooper Co., who handle this engine in Western Canada. Mr. Gade was highly delighted with conditions here and expects a big demand for his engine when its merits are thoroughly realized and it is effectually brought to the attention of the trade of the West.

Mr. I. McLaughlin, President of the McLaughlin Carriage Co., of Oshawa, Ont., and Winnipeg, was in the city for several days during the past month. While here, Mr. McLaughlin closed negotiations for the erection of a 50 x 100 ft. three storey warehouse, on his property adjoining the company's present location. The same style of architecture will be followed throughout, the show rooms of both buildings being connected by an immense archway. This structure is to be ready for occupancy November 1st, and when completed will give the firm capacity for fifty cars of carriages.

Mr. W. H. Storey, Superintendent of the Canada Carriage Co., of Brockville, Ont., was in the city for a few days recently visiting the Fairchild Co., who represent his firm in Western Canada. While here, we had the pleasure of a short conversation with Mr. Storey, which we thoroughly enjoyed. It is twenty-three years since he last visited Winnipeg, previous to which time he was a resident here for two years. He was amazed at the tremendous growth and development of this city, at the large number of magnificent warehouses we have here, and he was most enthusiastic over the possibilities for the future.

Mr. F. S. Anthony, export sales manager of the American Seeding Machine Co., of Springfield, Ohio, was in the West about the first of August, visiting Mr. S. S. Bean, his firm's representative in this territory. While here, in company with Mr. Bean, he made a short tour throughout the country for the purpose of getting a line on crop conditions, the trade outlook, and the progress and expansion that is going on here. During his stay in the city, Mr. Anthony secured a splendid view of the city from the top of the Union Bank Building, and was greatly astonished at the magnificent panorama that lay before his gaze.

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales of same have greatly increased.

—THEY ARE—

LIGHT RUNNING
WELL FINISHED
ATTRACTIVE IN APPEARANCE

and made by

THOROUGHLY EXPERIENCED MECHANICS

of the very best

MATERIALS THROUGHOUT.

OUR GUARANTEE IS BACK OF THEM

—WRITE US—

THE FAIRCHILD COMPANY, Limited

REGINA WINNIPEG CALGARY

The "Manitoba Line" is Made in Brandon

The "MANITOBA" is the most scientifically designed Mill the World has yet produced. Specially constructed to meet Western Requirements.

The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

Manufactured in the West with a full realization of Western conditions and requirements.

Our goods are **thoroughly adapted** to the **needs** of the **country.** Each article is made of the **best material** procurable. We employ the most **skilled workmen** in the construction of our different products.

The **location** of our **Factory** being in the **West** the **Trade** can **depend** on us for **prompt delivery, cheap** and **quick repairs. Mr. DEALER** do you realize the advantages?

Our aim is to **protect** the **Trade.** We are **inflexible** in the following out of this **policy.** In contracting for future business **every Dealer** should give this point **earnest consideration.**

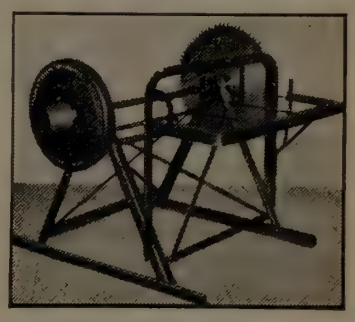
WE MANUFACTURE THE DAISY HAYES DOUBLE CYLINDER FORCE PUMP IN BLACK AND GALVANIZED IRON.

See our New "Canadian Peters'" Pumps.

Our Proposition is a Paying One. Get it.

WRITE FOR CATALOGUES.

The Famous "MANITOBA" Pumps, known and recognised throughout the West as the "STANDARD OF EXCELLENCE."



"MANITOBA" Steel Frame Saw. Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."

The Manitoba Windmill and Pump Co., Limited, Manufacturers, Brandon, Man.

BOX 301.

The Wilkinson Plough Co., Limited

TORONTO, CANADA.

"Wilkinson" wagons have earned the reputation of being the lightest running wagons in Canada. Manufactured from Butt cut timber of the highest quality, air-dried under cover in our own yards from three to five years, split spokes, genuine black birch hubs, scientifically treated and bone dry.

A full line of Plows (walking and riding), Drag and Disc Harrows, Etc., Etc.

Great Western Endless Apron Manure Spreaders.

WHEEL AND DRAG SCRAPERS

Write Our Sole Representative :

The Stewart, Nelson Company, Limited.

WINNIPEG.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

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F. D. BLAKELY - President and Manager.
P. G. VANVLEET - - - Vice-President.

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WINNIPEG, MAN., AUGUST, 1906.

A Partial View of "Threshers' Row" at the Winnipeg Industrial, 1906.

Order Your Winter Stocks.

At this season, even while we are yet in the midst of summer, and harvest has but begun, it is essential that dealers commence to devote some attention to the matter of replenishing their stocks of winter goods. From present indications, we were never on the eve of a more prosperous winter season, and it is because of this that we advise our readers not to be dilatory in placing their requirements with the jobbers. Every man who is in close touch with his patrons has some idea of what new implements or vehicles they will need, and must govern himself accordingly.

Dealers are prone to be tardy in sending in their orders. They hold on to them until the very last moment and then expect that the jobber will forward the goods immediately. If this procedure is not followed and the shipment is not received at once, the jobber is bombarded with correspondence and telegrams, and, unless he be a man of consummate tact and diplomacy, a great deal of friction and trouble results.

Every dealer must recognize the fact that he is but one of many of a jobber's customers. As soon as this fact becomes apparent the dealer will realize that the larger companies must follow the policy of "First come, first served." The retailer follows this method, and so every other business man the world over. Delays in ordering are dangerous and unprofitable, and in this connection procrastination is not only "the thief of time," but is also "the thief of profits."

When the farmer wants an article he does not like to be kept waiting for it until it is secured from the wholesaler. He wants it at once, and this is why the implement man should keep a stock on hand. The demand for winter goods will soon be the most prominent portion of the jobber's business. The dealer will make no mistake in getting his orders in early. This is a matter of the greatest importance to every member of the trade. Think it over, get your orders in and give the jobbers a chance to get the goods out some little time before they are actually required. "A word to the wise is sufficient."

Personals.

J. G. Schenk & Son recently commenced in the harness business at Wetaskiwin, Alta.

Mr. S. C. Fowler has succeeded to the implement business of Mr. I. P. Miller, of Osler, Sask.

Mr. J. Winters is the name of a new beginner in the harness business at Vermillion, Alta.

Mr. G. Wright is opening up in the implement business at Lamont, Alta. A Mr. Carter is starting a harness store at the same place.

Orr & Moore is the name of the firm that recently took over the business of Mr. R. H. Orr, of Boissevain, Man.

Mr. T. O. Halgerson, representative of the Fosston Mfg. Co., of Marion Park, Minn., was in the city looking over trade conditions in Western Canada.

Mr. F. E. Kenaston, President of the American-Abell Co., was in the city for a few days in connection with his various interests during the past month.

The firm of F. Reese & Co., of Theodore, Sask., recently turned over their business to a new connection, operating under the name of Reese & Anderson.

Mr. I. C. Nelson, President of the Stewart Nelson Co., of this city, is making a trip along the Dauphin branch.

Mr. Jas. Robinson, Mather, Man., recently sold out his agricultural implement business. We have been unable to learn the name of the purchaser.

Another new addition to the implement fraternity of the West is Mr. R. H. Faulkner, who opened up a short time ago at Grayson, Sask.

Mr. George Granger, representative of the firm of John Campbell & Sons, of London, Ont., was in Winnipeg for some time recently in his company's interests.

Mr. P. W. L. Briar, Secretary-Treasurer of the Stewart Nelson Co., of this city, is making a trip West along the main line of the C. P. R. in the interests of his company.

Gray & Morrison, who have been handling pumps, etc., at Didsbury, Alta., have dissolved partnership. The business in future will be carried on by Mr. E. Morrison.

Mr. D. W. Reid, who has been looking after the interests of the Ontario Wind Engine & Pump Co., of this city, in Edmonton and district, was in town during the Industrial.

During the Winnipeg Industrial Exhibition, the following travellers of the Canadian Moline Plow Co., spent the week in the city: C. G. Wuthrick, C. La Due and N. H. Hunt.

Mr. Joseph Maw, President of Joseph Maw & Co., is at present visiting manufacturers in the South on business in connection with his company. He is expected home in the course of a couple of weeks.

Mr. Dave Watson, Assistant Manager of the Balfour Implement Co., was in town for a couple of days recently. Dave keeps pretty busy on the road, and we don't get much of an opportunity to see him at this season of the year.

Wilson Bros., who have been engaged in the furniture and implement business at Okotoks, Alta., recently sold out the former and in the future intend to devote their attention exclusively to the latter.

Mr. D. A. McDonald, Secretary of the Mount Forest Carriage Co., of Mount Forest, Ont., was in the city during the latter end of July, visiting A. C. McRae, his concern's representative in Western Canada.

Mr. J. K. Millard, a member of the local implement trade at Hamilton, Ont., was in Winnipeg for a few days during the past month. He was making a trip through to the Coast, and was stopping off at several points along the line.

Mr. H. J. Hirshheimer, Vice-president of the La Crosse Plow Co., La Crosse, Wis., was in the city for a couple of days attending his representatives' exhibit at the Winnipeg Industrial. It is reported that he was much pleased with the trade outlook in the West.

Mr. William English, President and Manager of the Petrolia Wagon Co., of Petrolia, Ont., was in the city for a few days during the latter part of July, visiting the Balfour Implement Co., relative to winter goods. He was pleased

View of Machinery Section at Brandon Fair, 1906.

with the prevalent conditions in this territory.

Mr. J. J. White, general agent of the Massey Harris Co., at Guelph, Ont., was in Winnipeg during the fair. He had just returned from a trip through the three great prairie provinces and was highly gratified with crop conditions. He returned home with a very much enhanced opinion regarding Winnipeg and the West.

Mr. R. A. McCarter, of Jarvis, Ont., a traveller for the home office of the Ontario Wind Engine & Pump Co., Toronto, Ont., is spending a few weeks in the West looking over farm lands with a view to investing. He is very optimistic regarding the future of this country. There is every reason for it.

Mr. J. Fleury, President of J. Fleury's Sons, Aurora, Ont., was in the city for several days during the Industrial. While here he was the guest of the Fairchild Co., who handle his firm's product for this territory. He was very much gratified with present conditions and the future outlook. It is his intention to visit France this fall.

Mr. P. Rach, for some years connected with the staff of the Mount Forest Carriage Co., of Mount Forest, Ont., recently joined the travelling staff of Mr. A. C. McRae for a couple of months during the contracting season. Mr. Rach is no new addition to the travelling game, and we wish him success in his journeyings through the West.

Mr. Robert Gray, President of the William Gray & Sons, of Chatham, Ont., was in the city attending the big fair, and incidentally visiting friends and acquaintances. Mr. Gray was kept busy during his stay here, and we had but little chance to have a conversation with him. He was pleased with the future trade outlook.

Mr. W. H. Steel, President of the Mount Forest Carriage Co., of Mount Forest, Ont., was in the city spending a few days with his representative, Mr. A. C. McRae, during the Industrial. Mr. Steel makes periodical visits to Winnipeg, and therefore keeps thoroughly posted on prevalent conditions. He was very satisfied with the state of trade on the occasion of his last visit.

Owing to the serious illness of Mr. W. D. Watson, secretary-treasurer and manager of the John Watson Mfg. Co., at Ayr., Ont., Mr. Archie G. Watson, manager of the Western branch of that company, was called to the factory during the last few days of July, where he will remain in charge until Mr. W. D. Watson has recovered, which is expected to take place during the next six weeks or so.

Mr. A. E. Mott, Western manager of the Cockshutt Plow Co., with headquarters in Winnipeg, is at present on a visit to the head office and factory of the company at Brantford, Ont., where he is placing his estimates for 1907 business. This firm had a very successful season this year, but with conditions such as they are, Mr. Mott is looking for another during 1907.

Mr. C. W. Nash, Vice-President of the Durant-Dort Carriage Co., of Flint, Mich., was in the city spending a few days with his firm's representatives, the Canadian Moline Plow Co. Mr. A. Hawse, representative of the Durant-Dort Co., in Ontario, with headquarters at Sarnia, accompanied by Mrs. Hawse, was also up to the West for a trip.

Mr. M. H. Davis, Secretary-Treasurer of the La Cross Implement Co., Minneapolis, Minn., who represent the La Crosse Plow Co., of La Crosse, Wis., in Western Canada, was in the city for two or three days during the Fair, visiting his representative for this territory, Mr. C. C. Bogle. The excellent conditions of trade and the bright outlook for the future were exceedingly gratifying to Mr. Davis.

Mr. J. C. Bevan, travelling representative of the Stickney Gasoline Engine Co., of St. Paul, Minn., was in Winnipeg during the Industrial, lending his expert aid to the splendid exhibit of Stickney gasoline engines made at the Fair by the Ontario Wind Engine & Pump Co., who handle these goods for the West. Mr. Bevan informed us that the week spent here resulted very profitably for all connected with the display.

Mr. George Bathrick, sales manager of the Nichols & Shephard Co., of Battle Creek, Mich., and Winnipeg, was in the city for some little time about exhibition week, the guest of his firm's representatives. He took a short jaunt over the territory and was greatly delighted with prevalent conditions. He took in both the Winnipeg and Brandon fairs, and was very pleased to have such an excellent opportunity of coming into such close contact with customers.

Mr. John Goodison, President of the John Goodison Thresher Co., of Sarnia, Ont., spent several days in Winnipeg during the Fair, visiting the Waterous Engine Works Co., who handle his threshers in Western Canada. He was very pleased with the trade outlook in this territory, and expects an excellent harvest, if the buoyant reports be taken as a criterion. He stated that trade conditions in Ontario were in first class shape.

Mr. J. A. Sanderson, President of the Adams Wagon Co., of Brantford, Ont., was in the city recently on a visit to the Cockshutt Plow Co., who are Western representatives of his company. This was Mr. Sanderson's twenty-first annual visit to the West, and he was more pleased than ever with the splendid conditions and the excellent outlook.

Mr. Paul Arbenz, the hustling secretary of the Dain Mfg. Co., of machinery, hay presses, etc., was in the city for several days about the end of July, visiting the Fairchild Co., who handle the Dain goods for the West. Regarding trade conditions, Mr. Arbenz was greatly pleased with the outlook. The ever increasing hay crop of Western Canada is a source of much gratification to him, and he looks forward to a splendid future for this country.

Mr. John Hosse, export sales manager for Deere & Company, Moline, Ill., was in the city during the closing days of July, visiting the Fairchild Co., his firm's representatives in Western Canada. Mr. Hosse was delighted with the prevalent conditions in Western Canada, and surprised at the growth of Winnipeg. He formed a very favorable opinion of this city, and asserted that he thought our West was yet only at the threshold of her glorious future.

Mr. H. H. Rogers, assistant manager of the Canadian Moline Plow Co., is at present on a couple of weeks' vacation trip to the South and East. While away, he will visit friends at Grandville, N. Y., and when returning will bring Mrs. Rogers home with him. She is at present absent on a holiday.

The Stewart Nelson Co. recently sent to our office a catalogue issued by the Standard Tire Setter Co., of Keokuk, Iowa, for whose goods they have been appointed agents in Western Canada. This concern manufacture Scientific Hydraulic Edge Grip and Henderson Full Circle Cold Tire Setters. The former, which is a comparatively new invention, is made for either hand or power, while the latter is made for hand power only, and has been on the market since 1898. The Stewart Nelson Co. will be pleased to mail a copy of this list to any dealer making application. If you are not handling a machine of this sort, this is an excellent opportunity to get interested. When writing the company don't fail to mention Canadian Farm Implements.

James Tudhope, M. P., accompanied by his brother Hugh, and his son Will, were recently in Winnipeg for a few days on their way through to Calgary, to which point they had the company of Mr. J. Bryan, of the H. F. Anderson Co., representatives in Western Canada for the Tudhope Carriage Co. While up there these gentlemen arranged for the erection of a warehouse on a site recently purchased. This structure they expect to complete this fall. Both Jim and Hugh are looking well, and while we did not have the chance to meet them, we know they were well looked after while here.

Mr. Fred Darling, Manager of Jobbing Sales for the Omega Cream Separator Co., of Lansing, Mich., whose headquarters are in St. Paul, Minn., was in Winnipeg for a few days recently, looking into cream separator trade conditions in this territory. In a short conversation, Mr. Darling stated that it was his opinion that Winnipeg was destined to be the "Chicago of Canada," and that this city will have a population of 200,000 within the next seven years. He thoroughly enjoyed his trip here, and while he had nothing to say relative to his company's intentions, he was pleased with the results of his visit.

The Premier Exhibit of Threshing Machinery.

"Fine, splendid, the most magnificent showing of threshing machinery that I ever witnessed." This was the opinion of a well-known thresher expert who was in attendance at the Winnipeg Industrial Exhibition for 1906. As we look back over the displays of previous years and think of the other shows of the kind that we have visited, we emphatically endorse the above remark. It is true there may be some ground for difference of views when the Industrial, as a whole, is compared with other exhibitions in this country, but few will assert that the Winnipeg event has an equal, let alone a superior, when exhibits of threshing machinery only are taken into consideration.

Beyond every shadow of a doubt the display of this year was the finest ever recorded in the history of the Fair, and, until it is eclipsed by a still more glorious showing, it will be regarded as the standard for the future. Nearly every company engaged in the business in Western Canada was represented, and it is estimated that the aggregate value of the threshing displays will amount to something over $200,000, and that the entire showing of all lines of machinery will increase the foregoing figures by, at least, $25,000.

The ground devoted to the purpose of showing threshing machinery this year was that lying along the front of Machinery Hall, extending from where the Sawyer & Massey Co. usually have their exhibit to the boundary fence. Recognizing that it needed improvement, the Association had it filled in with coarse gravel and graded, and for the first time in the annals of the big show, excepting in a very dry season, it was possible for visitors and attendants to get round among the exhibits without getting into mud and water, and heavy machinery could be moved from place to place without getting mired. When it is known that two days of the Fair were exceedingly wet, the dealer will more easily recognize the improvement that has been made.

A feature of the Winnipeg show that came in for a great deal of favorable commendation, and deservedly so, was the splendid arrangement of the entire exhibit. Each display was placed alongside of another and so on throughout the list; the engines forming one parallel line, likewise the separators. This idea was one of the innovations of the season and those responsible for it merit every congratulation. It helped the casual observer and prospective buyer to form some opinion as to the qualities of the different machines by direct comparison, it gave the entire display the appearance of uniformity and system, and we believe that it resulted in many advantages and much benefit to the various exhibitors.

Another noticeable fact was the general absence of complaint among the exhibitors. Each and all appeared to be satisfied with the improvements made and look forward to better things in the future. However, it would be an exceptional exhibition that would pass off without some sharp criticism, and the Industrial did not prove the exception. On the last day of the Fair some of the thresher people, who desired to despatch their exhibits to Brandon, began to move their machinery off the grounds shortly after noon. This the Association officials refused to permit, claiming it was a violation of their rule which provides that no exhibit shall be removed until after six o'clock of the last day of the Fair.

"Just as good as the MOLINE" is the argument used by other wagon manufacturers in soliciting trade.

Then why not buy the Moline and be absolutely sure you are getting the best?

It is the leading American wagon in Canada.

General Agents:
THE FAIRCHILD COMPANY, Limited
Winnipeg, Regina, Calgary

We are of the belief that this is a rule that needs rectifying. It is a very laborious operation to move heavy machinery about at any time during an exhibition, and particularly is this so when the facilities are entirely inadequate to permit of rapid loading. This was the existing state here and the whole cause of the trouble. The platform provided for loading purposes is altogether too small for the work. Under present conditions, and with an exhibit of machinery such as we had this year, it requires fully two days to get the machines that are to be sent loaded on the cars and forwarded to Brandon. This season a number of outfits did not reach the latter point until the exhibition there was well under way.

There is no reason in the world why this state of affairs should continue to exist. The Association should increase the loading platform to four or five times its present size. This would greatly, in fact, entirely, relieve any such congestion as was apparent this season. In the interests of the exhibition it is something to which the Association must devote attention, and we hope that before another year rolls round, action will be taken in the matter and considerable additions made to the present loading facilities.

The following notes are given regarding the different exhibits:

AMERICAN-ABELL ENGINE AND THRESHER CO.

On their own premises adjoining the main gateway to the Exhibition Gounds, the American-Abell Engine & Thresher Co. had an exhibit that came in for a great deal of favorable comment. To the casual visitor it was a revelation, conveying to the mind some faint conception of the magnitude of the company's business in Western Canada. Besides numerous engines and threshers ready awaiting shipment, the firm had a working exhibit. This consisted of four outfits as follows: 20 h. p. portable engine, running a 36 x 60 Toronto Combination Thresher, fitted with the regular attachments; 26 h. p. simple engine, coupled with a 36 x 56 Toronto Advance Combination separator, with Parson's feeder, American-Abell stacker and Perfection weigher equipment; a 30 h. p. simple engine, operating a 36 x 60 Toronto Combination separator, with feeder, blower and weigher, and a 22 h. p. simple Minneapolis engine, connected with a 36 x 56 Minneapolis thresher. Mr. L. Hartshorne, the manager of the company, was in charge of this display. Those associated with him had a very busy time during the fair.

SAWYER & MASSEY CO.

Occupying their usual location, the Sawyer & Massey Co. had one of the finest individual displays of threshing machinery ever made in this country, and a credit to any concern. This consisted of a line of Sawyer & Massey products including: a 26 h.p. compound engine, coupled with a 36 x 60 Great West separator, fitted with a S. & M. blower, Hawkeye feeder, Perfection weigher, and served by tender truck and water tank. These were adjoined by a 20 h. p. S. & M. traction, operating a C. X. Daisy 32 x 50 separator, with same attachments as above. The next exhibit was made up of a 17 h. p. S. & M. simple traction engine hitched to a B. X. 29 x 44 Daisy separator, fitted with a S. & M. blower, single leg elevator and hand feeding attachment. Attached to an Eclipse separator with drum-toothed cylinder, and the equipment of the B. X. Daisy, was a 16 h. p. gasoline portable McLachlan engine. A 26 h. p. plowing and threshing engine with extension wheels, 36 inches in width, was kept moving around and when not engaged in so doing, was connected with a 36 x 66 Peerless separator, to which was attached a Woods feeder, S. & M. blower and single leg elevator. In addition this company showed an engine plow tender, with water tank and coal bunk attached; horse powers, of Pitt's pattern in various sizes; as well as a full assortment of thresher drive belts, bevel and lifting jacks, tile moulds, tank pumps, and a sample of their new Western Reversible road grader. The exhibit was in charge of the company's Western manager, Mr. George Kirkland.

J. & E. BROWN.

Right along side of the walk dividing "Threshers' Row" in halves, the firm of J. & E. Brown, of Portage La Prairie, Man., exhibited one of their Hart-Parr gasoline threshing and plowing engines of 22 h.p, The growing attention that is being paid to gasoline engines for threshing purposes was clearly demonstrated by the crowds that were continually examining this specimen. The gentleman in charge of the engine had it in operation most of the time, which proved a very much more attractive feature than would otherwise have been the case.

J. I. CASE THRESHING MACHINE CO.

There was always plenty going on around the exhibit of the J. I. Case Threshing Machine Co. to interest the casual passer-by. Their hill-climbing exhibition was one feature that drew the crowds, while their steam calliope awoke the echoes with its ear-splitting music. On display the company had a 25 h. p. traction, a 20 h. p. traction, a 15 h. p. portable, a 15 h. p. traction operating on the incline, a 6 h. p. portable, and a 10-ton road roller. They had also three samples of their all steel separators in the following sizes: 40 x 62; 36 x 58, and 42 x 50. The frames of these separators are constructed of channel steel and the sides of angle steel. The Win-

Fairchild Cutters

Are Trade Getters

Are you catering to this trade? If not better write us now for our latest catalogue showing designs.

WE ILLUSTRATE HEREON 4 ONLY of the 35 STYLES WE CARRY IN STOCK

PRICES ARE MODERATE

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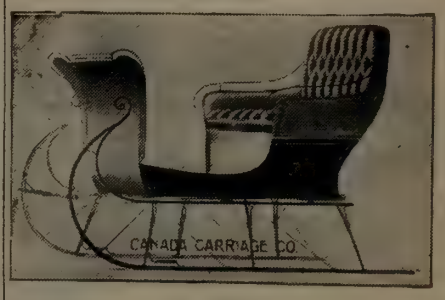

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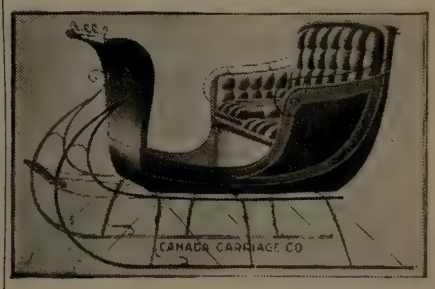


No. 220

No. 228

THE Fairchild Co. LIMITED.

WINNNIPEG, REGINA, CALGARY

nipeg manager of this concern, Mr. J. S. Witmer was in charge of the exhibit.

NICHOLS & SHEPERD CO.

The Nichols & Shepard Co. were again in evidence this year with one of their 36 x 56 Red River Special threshers, operated by a 25 h. p. double cylinder simple engine. Mr. J. B. McCutchen, who was looking after the interests of this concern on the grounds, stated that the Fair had resulted very satisfactorily for his company. He was delighted with the improved thresher section, and believed that the exhibition officials had prevented much of the usual 'cussing" among threshing machine men, which, he said, had been no small feature of the Winnipeg exhibitions of previous years.

WATERLOO MANUFACTURING CO.

Prominently located at a first rate spot, the Waterloo Mfg. Co., of Waterloo, Ont., and Winnipeg, had an exhibit that won many favorable expressions of opinion from visitors. It was under the charge of the company's manager, Mr. John Herron, whose name has been synonomous with successful exhibits of threshing machinery for many years. He had on display two Waterloo engines, one a 25 h. p. simple and the other a 22 h. p. simple. The former was attached to a 40 x 62 Manitoba Champion separator and the latter to a 36 x 56 Champion. Both of these were fully equipped with all the latest improvements. This firm also showed a tank tender in connection with their engines. In a short conversation with Mr. Herron, he expressed his gratification at the better accommodation provided this year for the threshing machine men, and hoped that the exhibition authorities would not stop at tnat already accomplished, but trusted that they would continue their efforts for the betterment of the grounds and buildings from year to year, which is the only way to place the Fair on a really successful basis.

GAAR, SCOTT CO.

Under the management of Mr. J. M. Docker, the Gaar Scott Co. made a very creditable showing. They had a fine location, and made good use of it. On exhibit they had a 30 h. p. compound, a 25 h. p. double simple, a 22 h. p. simple, and a 16 h. p. simple, all engines of their very latest design. The first three of these coupled up to 28 x 40, 36 x 60, and 40 x 64 separators respectively, each of the latter being equipped with the different attachments.

ROBERT BELL ENGINE & THRESHER COMPANY.

Up to the scratch came the Robert Bell Engine & Thresher Co. with a notable display of their high class goods. Their exhibit comprised a 26 h. p. simple traction engine, with canopy top and cab, and fitted with the Bell patent plowing hitch; and a 30 h. p. simple traction engine operating a 36 x 60 Imperial separator, equipped with Ruth Self-feeder and Bell windstacker. We had the pleasure of a short conversation with Mr. T. P. Bell, the Winnipeg manager of the company, in which he informed us that he was much pleased with the improvements made in the grounds and buildings at the Fair. "Business," he said, "is first rate. We have no complaints to make and no kicks to register. Our factory at Seaforth, Ont., is working overtime to meet the requirements of our Western trade and what more can we ask?"

HAUG BROS. & NELLERMORE.

The firm of Haug Bros. & Nellermore, representatives in Western Canada for the Avery Mfg. Co., of Peoria, Ill., were in attendance with several samples of their different lines. These included a 30 h. p. plowing engine with ten plows attached and a 25 h. p. simple engine. This latter was connected with a 42 x 64 "Yellow Fellow" separator, into which those in charge were feeding boards, thereby showing the efficiency of the machine in tearing things apart. This separator was shown with all the latest appuances for the use of the busy thresherman. On view the company also had one of their Avery wagons, with grain box attached, as well as a sample engine tank tender. The improved condition of the grounds was very satisfactory to those in attendance and they were well satisfied with the business done during the Fair.

CANADIAN PORT HURON CO.

There was no lack of energy around the exhibit of the Canadian Port Huron Co. Everything was business and Mr. M. P. Thompson, the local manager, who was in charge was kept busy at all times. Their exhibit consisted of a 32 h. p. Port Huron special compound plowing and threshing engine, and a 24 h. p. compound standard threshing engine. These were working a 40 x 64 New Rusher separator with feeder, blower, and high bagger, and a 30 x 46 New Rusher with similar attachments. From all accounts, they were satisfied with their week at the Fair.

WATEROUS ENGINE WORKS CO.

Trim and well situated, the exhibit made by the Waterous Engine works Co., was one that proved particularly attractive to those interested in such lines. When we called on those in charge of this exhibit we found them very busy, but nevertheless they made it possible to devote a few moments to our edification. They had on show two of their double cylinder simple engines, one of 18 h. p. and the other of 26 h. p. These were operating 32 x 50 and 36 x 60 New McCloskey threshers, the former being equipped with Rich feeder, Goodison side-fan windstacker, Perfection weigher, wagon loader and bagger and the latter with Peoria conveyor and bagger, and Goodison side-fan windstacker. This company also showed one of their celebrated gasoline fire engines for town and village use. This engine is gaining in popular favor in the West at a very rapid rate, due to its efficiency. It has a capacity of 300 gallons of water per minute, and can be thoroughly relied upon to perform the work for which it is constructed. It was the centre of much interest and when demonstrations were given showing it in operation, large crowds were always to be found congregated around it. Those in attendance informed us that business was brisk and conditions very satisfactory.

THE NORTHWEST THRESHER CO.

"The easiest steamer made," and "The Northwest has no cranks," were the prominent slogans of those in charge of the Northwest Thresher Co., of Stillwater, Minn., and Winnipeg. In a nice, handy situation, this company were showing two samples of their engines, one a 34 h. p., cross compound, double cylinder, plowing and threshing engine, with canopy

"Rapid-Easy" GRAIN GRINDERS

These machines excel all all others in **quality** and **quantity** of work with any power. **More work** with **same power** than any other machine.

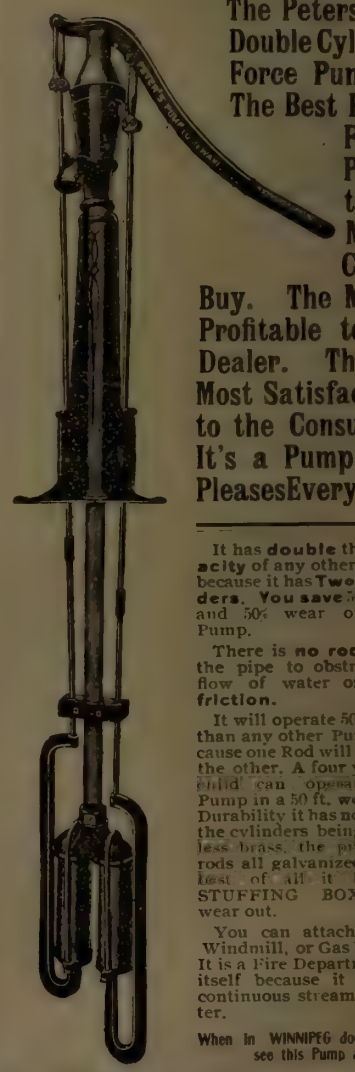
One of the best testimonials of the qualities of these machines is the fact that several manufacturers are **imitating** them—and trying to steer clear of our valuable **registered design** and **patents.** All **imitations** and machines **"just as good"** are **imitations** only and are **inferior.** We offer you the **original** "Rapid-Easy" Grinder and you need not deal in some other and inferior machine.

General agents for Western Canada

THE FAIRCHILD CO., Limited, Winnipeg, Regina, Calgary

MANUFACTURED BY

J. FLEURY'S SONS, AURORA, ONT.



The Peters Double Cylinder Force Pump. The Best Hand Force Pump" that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your Pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

W. JOHNSTON & CO., Limited

Agents, WINNIPEG, MAN.

We want every Dealer to investigate.

MANUFACTURED BY PETERS PUMP CO., KEWANEE, ILL.

top, and the other a 20 h. p. simple engine. These were connected with 40 x 64 and 32 x 56 Northwest separators respectively, each being fitted with the regular attachments. Mr. D. B. Macleod, the Winnipeg manager of the firm, was glad to note some improvements in the grounds and was pleased to report a splendid business for the week.

J. M. ROSS & SONS.

Right at the head of the "Threshers' Row," the firm of J. M. Ross & Sons, of St. Catherines, Ont., were in evidence, showing a sample of their 25 h. p. Cornell engine, coupled to a 36 x 56 American three-way crank separator of their manufacture. It was the intention of this company to have on exhibition one of their 30 h. p. engines with separator, but owing to some delay in transportation it did not arrive in time to be installed. Mr. J. E. Orange, who had the direction of the exhibit was extremely well pleased with the bnsiness conditions, owing to the splendid crop outlook. He was also much gratified with the many improvements made at the Fair, particularly in the thresher section.

BATTERY RENEWALS

We carry a complete line of batteries for Gasoline Engine Ignition and dry batteries in three sizes :—

No. 6 (3½ in. x 6 in.) No. 7 (3 in. x 7 in.) No. 8 (3½ in. x 8 in.) In wet batteries we can furnish Gladstone-Lalande, Edison–Lalande or Gordon – either complete or any renewals as required. We also have a full line of gasoline, engine supplies such as Moboline Packing, cylinder sight feed oil cups, spark coils, switches, wire battery testers — special alloy for renewing ignition points– Experts furnished or engines rebuilt.

THE
Cooper Gasoline Engine Co.,
LIMITED.
313 DONALD STREET
Winnipeg, Man.

NEEPAWA MANUFACTURING CO.

Right down in an ideal location in Machinery Hall, the Neepawa Mfg. Co., of Neepawa, Man., manufacturers of the well-known gearless windstacker and blower of that same name, had a nice exhibit of this machine. They kept it in continual operation and as Mr. Robert Connell, the energetic manager of the company, was in charge, the interested spectator was soon placed in possession of a full knowledge of its many principal points. This stacker is almost identical with the 1905 model, except that the company have added a chaff blower. This is located right behind the shoe on the shaft running crosswise, the same being driven from the regular blower fan. The hopper on the chaff blower has a straight wall, making it impossible for the chaff to clog or hang on the sides. The blower is so constructed that it may or may not be used according to the desire of the operator. This feature, the makers claim, is found only in the "Neepawa." They also claim that this chaff blower has sufficient suction to take in all dust and guarantee it not to cause the shoe current to back up into the separator or hinder cleaning the grain in any way. The machine on exhibition was handsomely finished in natural wood, and a miniature prototype received much attention as well as the larger model. In addition the company showed a Garden City Feeder, made by the Pella Stacker Co., of Pella, Iowa, whose representatives they are in Western Canada. The main points in connection with this feeder is the regulation device for the detainers, and the change speed gearing—giving three speeds in three seconds, if desired. For the operation of these machines, the company used an "Ideal," Goold, Shapley & Muir, gasoline engine.

NORRIS IMPLEMENT CO.

With three or four of the staff continually in attendance, the Norris Implement Co. had an A 1. showing of their various lines in a prominent location in Machinery Hall. The first thing that caught our attention was the Norris-Fosston wind stacker, a machine that needs no introduction to the dealers of the West, its merits being well known and appreciated. The manufacturers say that it should adorn the tail of every separator in the land, giving as their reason that it is the sim-

AN INVITATION TO YOU

You are always on the look-out for money-making Specialties in your line. You want a Gang Plow that will interest Farmers, a Gang Plow that will Sell. We think that you ought to examine the

ROCK ISLAND LIBERTY GANG

WITH PATENT LO-SWUNG FOOT-LIFT

Here is a Proposition that will prove a Money-Maker for you. Let us arrange with you for a Sample, then you will find it profitable to order more because your trade will like them. Write to us for description and prices.

The JOHN STEVENS CO., LIMITED,

WINNIPEG.

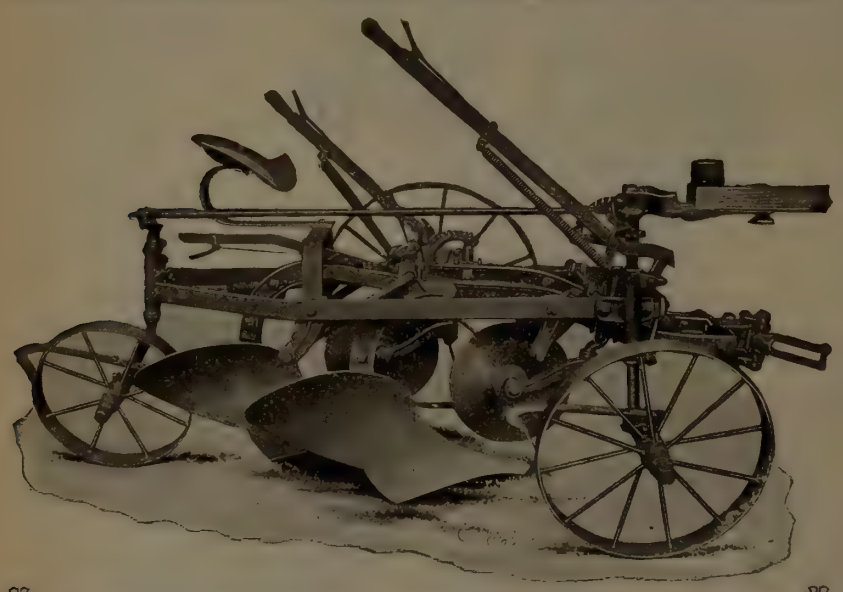
plest, lightest, easiest running and best stacker on the market. By the way they are putting up an effort to get them onto the tails of as many separators as possible and probably that was the cause of the pleasant smile that adorned J. R.'s visage. The firm also showed samples of their Caswell belt guides, J. R. belt guides, Closz adjustable sieves, Mason-Kipp oil pumps, the Odell automatic oil pump, and the McLeod stubble burner and fire guard. This latter machine we inspected in detail. It is most ingeniously constructed and is so arranged that the fire is governed by a regulated draft and confined within the machine. No fuel is necessary, and it can be operated as fast as horses can walk. It attracted much notice, and the inventor, Mr. Geo. S. McLeod, who was in attendance was kept busy answering the numerous enquiries put to him by interested parties. The company had a very successful week.

BAILEY SUPPLY CO.

With their numerous lines displayed to the best advantage and making the most of their opportunities, the Bailey Supply Co. were suitably located with the rest of the thresher requisite folks. The motto of the company: "What we have we hold, and look for more," seemed to be the basis they were operating on. They let none get away who were interested in their lines and were always open to receive more business. Among other lines of thresher accessories, they showed belting, adjustable sieves, oil cups, valves, brass fittings, oil pumps, injectors, ejectors, governors, headlights, and many other lines.

HARMER IMPLEMENT CO.

Hustling like good fellows, John Harmer and his right hand man, J. M. Coates, of the Harmer Implement Company were kept boosting business right along. They had a nice stand in the Hall, and were just in the proper place to attract the crowds. They were showing samples of their farm trucks, portable grain elevators, and a new line they recently took on—Superior fanning mills in No. 1 and No. 2 sizes. These mills are fitted with bagger attachment, and the management of the Harmer Co. are most enthusiastic over their efficiency. They stated that the business secured was extremely gratifying.



PARIS PLOWS

ARE ALL RIGHT. They are all well made, of the very best material, have all the latest improvements and for cleaning qualities and lightness of draft they cannot be excelled.

Our DISC HARROWS are trade getters, and we have a good proposition in FEED GRINDERS.

Send for CATALOGUE and PRICES

THE PARIS PLOW CO., LIMITED

WINNIPEG, MAN.

LA CROSSE IMPLEMENT CO.

The La Crosse Implement Co., of Minneapolis, Minn., who recently decided to invade the Canadian West after business, had a nice location where they had on hand samples of their Imperial disc drill, and their New Defiance gang, sulky and walking plows. At this spot those in charge gave continuous demonstrations of the outstanding features of these lines, Mr. C. C. Bogle, their Canadian representative, sparing neither time, expense nor energy to make this display result profitably and to the advantage of his employers.

CARBERRY STACKER CO.

Wearing a smile that one could see away off, Mr. E. Jones, the hustling manager of the Carberry Stacker Co., of Carberry, Man., was busily engaged in looking after the interests of his machine. This he kept in constant operation and was ever discussing its many outstanding features with some interested farmer or thresherman. We did not get much of an opportunity to talk over conditions with Mr. Jones, but from what he did say to us we realized that he was satisfied with the results achieved. We don't wonder at that for we are sure he did enough hustling to warrant his scooping a share of the business.

PARSONS HAWKEYE MFG. CO.

Mr. C. D. Kimble, the popular manager of the Parsons Hawkeye Mfg. Co., in Winnipeg, was in attendance, showing one of their Hawkeye feeders as well as a Ruth feeder made by the Parsons Band Cutter & Seed Feeder Co. His location was right in the line of the largest throngs, and it is needless to say that C. D. made "hay while the sun shone" and by the way his modus operandi worked to the same perfection when the rain poured. He had no time or inclination to let any business get away from him no matter the condition of the weather. "Johnny on the spot," C. D. had from all appearances, a busy time during the Industrial and a profitable week.

THE DOW WADGE IMPLEMENT CO.

Showing their Maple Leaf wind stacker and blower in working order, the Dow Wadge Implement Co. had an exhibit that succeeded in attracting lots of attention. This display was in charge of Mr. Dan Dow, and he was kept hard at work almost all the time. When we passed he was expounding the merits of his machine to a number of eager listeners, and for that reason we did not get an opportunity to hold converse with him. We might say, however, that he looked satisfied and towards the end of the week his pocket, in which he kept his order book, appeared to be considerably bulged. Was it orders, Dan?

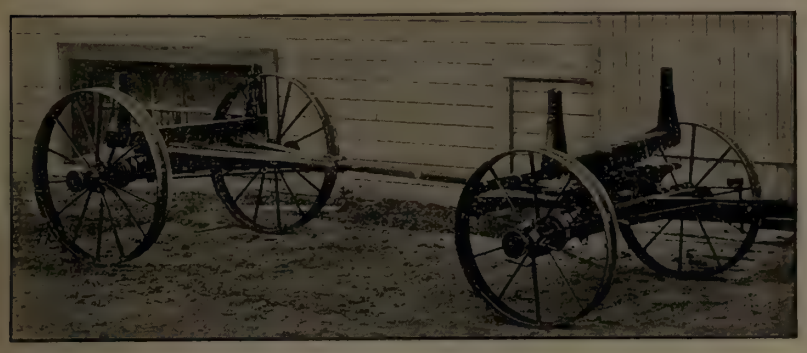
BURKMAN BROS.

The Burkman Bros., of Whitewood, Sask., had one of their Success Foot-Power Hammers on show. and the effective work done by this simple machine, drew the attention of the practical man. Speaking to Mr. John Burkman, who is also engaged in the implement and vehicle business, he informed us that he was satisfied with the product of their genius, and stated that a Springfield, Ohio, concern had offered $30,000 for the patent rights in the United States. The Burkman Bros. therefore feel that they are on Easy Street.

IVEL AGRICULTURAL MOTOR.

It is doubtful if there was any exhibit at the Fair that attracted a greater amount of attention, in proportion to its size, than did the Ivel Agricultural Motor. Those interested in the manufacture of this machine had it located in the central Manufacturers' Building, but finding that Westerners were like Missourians and "had to be shown," they moved it out to the rear of the buildings and placed it in operation, running it almost continuously every day during the Fair. The scarcity of help seemed to have accentuated the farmers' realization of the need for machinery that will reduce the necessity of manual labour in the work of the farm, and as this is the main purpose of the Ivel Motor, it was beseiged with a constant crowd of interested farmers desiring full information regarding it. If the financiers who are said to be at the back of this venture had ever any doubts as to the value of such a machine to the farming community of Western Canada, we believe they were fully dispelled, or ought to be, by the results of the week spent at the Industrial. There is little doubt in our mind as to the ultimate success of such a motor, providing the manufacturers carry out their object and so construct it as to be thoroughly adaptable to the needs of the farmers of this country. Mr. R. Taunton, who is the holder of the patents for Canada,

Bell Farm Truck



The Bell Farm Truck, is made from thoroughly Seasoned Wood of the Highest Quality, and is fitted with Stagger Spoke Metal Wheels, with Patent Groove Tire, which protects the riveted end of spokes from wear. This combination makes a truck unequalled in durability.

NOTE.—We also make these Patent Wheels to fit any size Skien, to order. Send us size of arm, and we will ship promptly.

TWO OTHER TRADE GETTERS ARE:

Our Combination Knife and Disc Harrow

An entirely new departure in Harrows, and one that will interest every dealer in $ $ $ $

All Steel Frame Pulverizers With Roller designed to your order

Write for Catalogue

B. Bell & Son, Limited

192 Furby St., Winnipeg. - Factory: St. George, Ont.,

Water on the farm is a necessity. As windmill power is the cheapest now in use and requiring so little attention explains why a good windmill meets with favor everywhere. Absolute reliability can be placed in

Star Wind Mills

for efficient and perfect work. They develop an abundance of power. Being equipped with ball-bearings they respond quickly to light winds. Perfectly self-governing and durable. No trouble to sell them when once introduced. Our booklets tell all about the many good features.

For grinding feed, shelling corn, sawing wood and running various machines the "STAR" Power Wind Mill is perfection. It is a great labor-saving outfit. Star Steel Windmills are built in all sizes and thoroughly galvanized.

"STAR" PUMPING WINDMILLS

"STAR" POWER WINDMILL GRINDING FEED FOR STOCK

"HOOSIER" AND "FAST MAIL" PUMPS

for hand and windmill use are built in many designs and sizes for various uses. We build them especially suited for the trade in Western Canada.

GALVANIZED STEEL TANKS.

are well made and the galvanizing protects them from rust, giving them great durability.

Dealers make money handling the "STAR" Windmill and Pump Line. Write for particulars and prices.

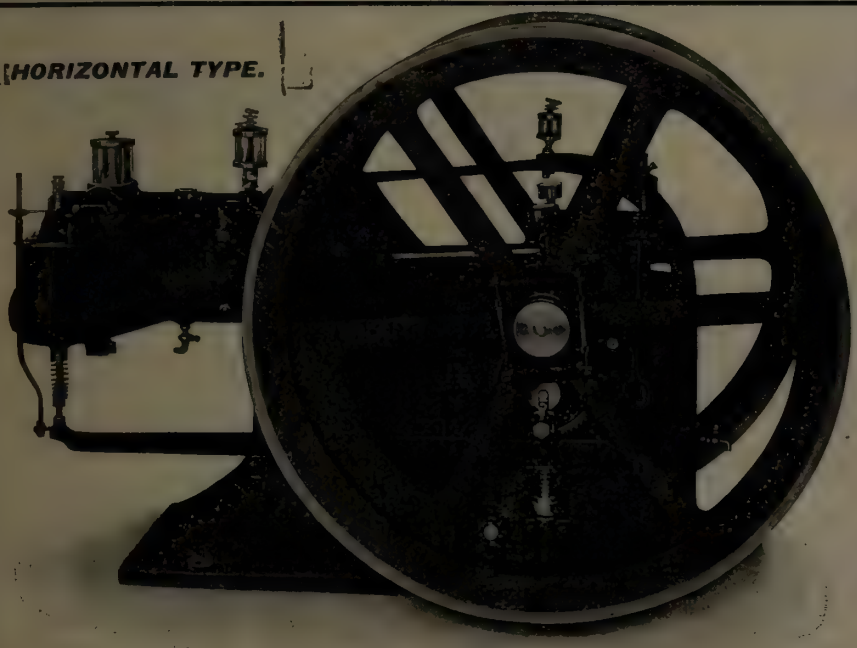
FLINT & WALLING MFG. COMPANY,

Dept. 12, KENDALLVILLE, IND., U.S.A.,

BRANDON PUMP AND WINDMILL WORKS, BRANDON, MAN.

Box 410. Agents for Western Canada. Box 410.

*HORIZONTAL TYPE.



Brandon Gasoline Engines

Where quality is essential, and reliability is demanded the BRANDON commands the trade.

They are neat and compact in design embodying strength and utility and contain the latest improvements for securing the greatest economy in fuel consumption.

By means of a thumb-screw the speed of the Brandon Engines can be changed over 50 per cent. while in operation; this is a feature not found in other makes.

Each Engine is thoroughly tested and operated with full load before leaving our works and a record kept of its performance and a copy furnished the purchaser.

Verticals 1½, 3 and 5 h.p. Horizontals 6, 8, 10, 12 h.p. and up.

Remember three superior points of merit:

EFFICIENCY RELIABILITY DURABILITY

These mean profit to the purchaser and success to the makers.

When you buy a Brandon you get the best Engine on the market with the makers' guarantee and we are responsible, and on the spot to back it up.

Why run chances on a foreign make? You know where the Brandon is made. Do you know where the others are?

Some of the Lines we Manufacture and Handle:

Well Boring Machinery, Sawing Machines, Grain Grinders, Fanning Mills, Trip Hammers, Pile Drivers, Emery Wheel Stands, Iron and Wood Split Pulleys, Shaftings, Hangers and Couplings, Steel Blowers and Forges, General Machinery Supplies.

Write for Catalogues, trade discounts and full particulars.

The Brandon Machine Works Co., Limited

BRANDON, MANITOBA.

Brandon Reversible Plate Grain Grinders.

Four Sizes 6 in. to 12 in. Plates.

was in attendance and informed us that he was exceedingly well pleased with the results of his week's work.

WM. RENNIE CO.

The Wm. Rennie Co., of Toronto, Ont., had a nice display of garden tools and other small implements that was very interesting.

THE THRESHERS' SUPPLY CO.

A large tent on the main walk housed the complete exhibit of the Threshers' Supply Co. This was a centre of never flagging interest, those in charge being kept hard at work during the entire week of the Fair. Among other lines this concern showed belt guides, belting, flue cleaners, lubricators, change speed gears, automatic couplers, tank pumps, and numerous other lines.

THE ONTARIO WIND ENGINE AND PUMP CO.

The Ontario Wind Engine & Pump Co. had a splendid exhibit of their improved Stickney gasoline engines in a prominent location in the central Manufacturers' Building. The stand they had decorated with evergreens and attractive signs occupied the walls and pillars. On the floor the company had seven of their well known Stickney engines in the following sizes: 2½ h. p.; 4½ h. p.; 6 h. p.; 9 h.p.; 12 h. p. and two 15 h.p. These were shown in both gravity and pump feeds in portable and sationary types. All the engines were kept in continual operation, the 15 h.p. portable being coupled with a Sawyer & Massey separator. Many of the company's road staff were in attendance and the different experts were kept busily engaged in tending to the numerous questions of interested spectators. Adjoining their booth was the splendid floral display of the City Parks Board and this served to make an excellent back ground for the exhibit of the company. In addition to the display of gasoline engines, the company showed one of their village fire engines and hose reels, and these articles received much merited attention. The manager, Mr. J. M. Reid, who was in charge, reported a most successful week.

THE COOPER GASOLINE CO.

Centrally located and showing an up-to-date line of gasoline engines and supplies, the Cooper Gasoline Engine Co., of 313 Donald Street, had a fine exhibit. That their efforts were appreciated was easily learned from the observations and comments made by those interested. Busily at work was one of their 3½ h.p. "New Way" air-cooled gasoline engines, as well as several types of their marine engines. On neat shelves they had a full assortment of gasoline launch and engine requisites, including batteries, lamps, steering wheels, oil cups, propellers, etc. The exhibit was under the direct management of Mr. E. S. Cooper, who stated that his concern had spent a most profitable week raking in many excellent orders.

BURRIDGE, COOPER CO.

The splendid exhibit of the Burridge, Cooper Co., of 152 Henry Ave., E., clearly demonstrated that any person might become the manufacturer of his own electricity for electric lighting purposes. They had in operation one of their 10 h. Ohio gasoline engines, running a lighting plant of eighty lights of sixteen candle power each. In an opposite corner of their space they had one of their 3½ h.p. Gade air-cooled gasoline engines operating a disc sharpener and several other things. Speaking to us of this air-cooled engine, Mr. P. F. LeGresley, who had charge of this display, said: "The particular feature of this engine is that it is air-cooled without fans and is therefore very simple and easy to operate. It is cooled right from the inside of the cylinder by automatic valves which draw draughts of air into the combustion chamber at every explosion, at the same time ejecting through another automatic valve the burnt gas, thereby leaving no back pressure in the cylinder." In addition the concern had on show blowers, forges, disc sharpeners, grain grinders, pumps, private telephone systems, etc. They reported an excellent trade during the Fair.

RATTRAY, CAMERON CO.

The Rattray, Cameron Co., of Winnipeg, had a good stand where they showed one of their 6 h.p Universal kerosene engines. This engine obtains its power from coal oil fed directly into the cylinder by a positive force feed. The ignition of the compressed charge is effected in the combustion chamber, which consists of an iron ball heated to a proper temperature by successive explosions of the highly compressed charge. It is cooled by a water jacket, as in gasoline water-cooled engines, and as there is no electric sparker there is no necessity for batteries, wire, insulation, and other numerous mechanical parts, and the manufacturers and representatives claim that it is the simplest and most economical engine on the market. Mr. Rattray, who was looking after the exhibit, informed us that it is their intention to handle this engine though the implement dealers of the West.

LABATT MFG., CO.

The Labatt Mfg. Co., of London, Ont., had a first class situation where they were showing the "Reliance" gasoline engine in 3 h. p. and 5 h.p. sizes. This company is one of the latest additions to the gasoline engine manufacturing firms of the Dominion. They secured the Canadian rights for the manufacture of the "Reliance" engine that was at one time made by the Beaver Mfg. Co., of Milwaukee, Wis. This latter concern, however, went into the making of automobile gas engines and this trade developed so rapidly and resulted so profitably as to cause them to deem it advisable to sell

LLOYD'S

Handy Low Down Suspension Wagon Spring Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.
Order your Supply of Wagons short Seats, and give this Seat a Trial.

Read what a Dealer says:

Heward, Sask.,
January 31st, 1906.

In regard to the Handy Wagon Seats purchased from you would say that they have given us the greatest satisfaction. Customers to whom we have sold this seat are perfectly satisfied and say it is in every way superior to the old style seat. We shall be only too pleased to answer any enquiries regarding this matter, as we believe this will replace the old style seat,

Yours truly, NAISMITH BROS.

AGENTS WANTED

Write for Quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

Comfort AND Safety

on the

North-Western Limited

Minneapolis-St. Paul To Chicago

The entire line Twin Cities to Chicago protected by the block signal system; the best device known for the safe handling of trains.

THE NORTH-WESTERN LINE

A train Complete in every detail

GEO. A. LEE
General Agent
215 McDermot Ave., WINNIPEG

Waggoner Extension Ladder

STEEL-REINFORCED

Has NO EQUAL for

Painting, Eavetroughing, General Use

Can be extended to any length, is easily handled and absolutely safe.

The Waggoner Ladder Co'y.,
Limited
LONDON, ONT.

Write E. H. BRIGGS CO., Limited
Winnipeg
Western Representatives

the Canadian patents to the "Reliance." It is the intention of the Labatt Mfg. Co. to make a strenuous bid for a share of the gasoline trade of Western Canada, and with this end in view they recently secured commodious quarters at the corner of Princess St. and William Ave., in this city, where they will carry a full line of engines varying in size from 3 h.p. to 15 h.p. Mr. L. M. Eagge, who has been appointed Western manager for the company, was in charge of their exhibit.

MELOTTE CREAM SEPARATOR CO.

Those in charge of the display of gasoline engines and other lines handled by the Melotte Cream Separator Co., 312 Ross Ave., this city, had an exhibit of which they had every reason to feel proud. Their booth was conveniently situated, being easily accessible from all directions. Here we found on view samples of the Goold Shapley & Muir 3 h.p. and 6 h.p. stationary, and 1 h.p. and 2 h.p. vertical Ideal gasoline engines, for which the exhibitors are agents in Western Canada. Along with these were displayed "Little Giant" trip hammers, blacksmith forges, tire up-setters, disc sharpeners, pumps, and thresher supplies of all kinds. The exhibit was efficiently looked after by Messrs. Hutchinson and Harmer of the company's staff.

THE MANSON CAMPBELL CO.

The Manson Campbell Co., of Chatham, Ont., and Brandon, Man., were again in evidence with an excellent display of their fanning mills, grain separators, incubators, brooders, truck, wagon and household scales and kitchen cabinets, the latest addition to their line. These latter are made in two styles and should make ready sellers, making their handling profitable for the dealer. The company kept their grain separators in continual working order, and the crowd that was constantly around them evidenced the fact that there is a fuller realization than ever of the necessity of pure and clean seed. The display was looked after by Mr. Wm. Atwell, the Brandon manager.

THE DOW-WADGE IMPLEMENT CO.

Right close to the middle doorway of the central Manufacturers' Building, so that they caught the crowd coming from any direction, the Dow-Wadge Implement Co. had a first rate display of their Hero and Bonanza grain separators. They were giving actual demonstrations of the high quality work done by these machines, and, as a consequence, Mr. Thos. Wadge informed us that they had booked many orders. He was very much pleased with his location the crowds and the orders ..e secured. Speaking of the outlook for future business, he said that it was most promising. They distributed from their stand large quantities of literature relative to the necessity of farmers using clean seed and the relationship that their grain separators had to such an important matter.

BEEMAN & CO.

Well located on the main aisle of the building and hustling like beavers after business, Beeman & Co. had their hands full. Here they had a complete line of their grain separators and picklers, as well as samples of their chemical fire engines for use in connection with threshing machines. It was with difficulty that the genial Beeman could get away from his customers to whisper in our ear that he had found things better than ever. "I am highly pleased," was the way he put it, and from his sunny smile it was evident he meant what he said. He looks forward to another busy season during the coming year.

THE TAGGART IRON CO.

The Taggart Iron Co., of Winnipeg, had a nice showing of their ornamental fencing and cresting, wire signs and window guards. This company are also manufacturing a line of portable grain elevators and report an excellent business in these goods. The exhibit was in charge of Mr. L. J. Taggart.

SHURLEY, DIETRICH CO.

Presenting a beautiful display of saws, the Shurley, Dietrich Co., of Galt, Ont., were in attendance. Their location at the extreme end of the central Manufacturers' Building gave them a position of vantage. The staff in attendance were ever on the go, looking up business and securing orders.

LOUDEN HARDWARE SPECIALTY CO.

The Louden Hardware Specialty Co. made a good choice in selecting their location, being right in the centre of the main walk in the central Manufacturers' Building. Their exhibit, under the direction of Mr. D. Baltzer, consisted of feed, litter and hay carriers, hay forks, barn door hangers, and other lines of a similar nature. They looked busy, as there was a large crowd of on-lookers at their booth when we passed.

DEERING GRAIN DRILLS

Deering Single Disk Grain Drills

The large farms of Western Canada require an especially constructed Grain Drill. The Deering Drill has been manufactured with the idea of supplying this demand. The Single Disk Drill has been constructed so that the disks are the correct distance apart to insure proper planting. Although this is one of the principal features, an examination of the machine will reveal many points of excellence in construction that will not be found on the ordinary drill.

Deering Grain Drills can be supplied with 14, 16, 20 or 22 disks. The pole adjustment on all these sizes may be made to accommodate from two to four horses.

Terms and territory may be arranged for by writing to our General Agents or seeing our Blockmen.

Western Canadian Agencies: Calgary, Alta.; Regina, Sask.; Winnipeg, Man.

International Harvester Company of America

(Incorporated)

CHICAGO - - - U.S.A.

SUMMER NORTHERN PACIFIC YELLOWSTONE PARK LINE TOURS.

$60.00—Winnipeg to all North Pacific Coast Cities. On sale June 1 to Sept. 15; limit Oct. 31. Stopovers.

$55.00—Winnipeg to Toronto and return, going via Duluth and steamer to Sarnia, returning all rail via Chicago and St. Paul, or vice versa. Limit, sixty days.

$42.80—Winnipeg to Toronto, Ont., and Return

Tickets on Sale Aug. 27th to Sept. 3rd. Limit, Sept. 25th. Good going either via Duluth and the Lake route, or all rail, via Chicago.

$65.00—Winnipeg to Ottawa or Montreal and return, going via Duluth and steamer to Sarnia, returning all rail via Chicago and St. Paul, or vice versa. Limit 60 days.

$55.00—Winnipeg to Toronto and return, via Duluth and Lake route both ways. Limit, October 31.

$65.00—Winnipeg to Ottawa or Montreal and return. Same as above.

Winnipeg to Detroit Lakes and Return $10.00. Limit, 30 Days.

Only a few of the many attractive tours on Sale at our Winnipeg City Ticket Office, 341 Main Street, Canada Permanent Block.

W. H. COLLUM, City Ticket Agent, Phone 1446. **H. SWINFORD,** General Agent, 341 Main Street.

Daily Excursions Eastward

Low rates to Detroit, Buffalo, Niagara Falls, Toronto and points on the picturesque St. Lawrence River. Three first-class trains daily to Chicago via the Burlington's cool "Mississippi River Scenic Line."

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Leaves Minneapolis 7-50 p.m.; leaves St. Paul 8-40 p.m.; arrives Chicago 9-00 a.m.

FULL INFORMATION AS TO RATES AND SERVICE WILL BE FURNISHED BY

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Pleasure and Comfort On Your Trip

GREAT NORTHERN RAILWAY

When you decide to use the "Winnipeg Limited," the train of ease, elegance and excellence, your trip will be one continual round of pleasure. Observation Compartment Buffet Cars.

Leaves C.N.R. Depot 5-20 p.m. Daily.

TORONTO AND RETURN $42.80.

For Full Information Write—

R. J. SMITH, D. F. & P. A., 447 MAIN STREET, WINNIPEG.

A. L. CRAIG, Passenger Traffic Manager, ST. PAUL, MINN.

WM. GRAY & SONS CO.

Occupying fully a quarter of the space in the central Manufacturers' Building, the Wm. Gray & Sons Co., of Chatham, Ont., and Winnipeg, had on display a full line of their high-grade carriages and cutters. They had the walls and ceiling of their stand exquisitely draped with yellow and green bunting, which served to give the highly polished vehicles a brilliant setting. Mr. James S. Gray, from Chatham, did the decorating, and from the elegant appearance of the booth we judged he was an old and at that sort of thing. In all, the company showed thirty-two wheeled vehicles and twelve cutters.

THE ANCHOR WIRE FENCE CO.

Represented by beautiful samples of their ornamental fencing and cresting, the Anchor Wire Fence Co., of Winnipeg, had a trim space of forty feet square. On the floor, besides the foregoing lines, they had several iron reservoir vases filled with flowers, making this display very pleasing to the eye. They also showed settees, lawn furniture, wire signs and other lines.

CARRUTHERS, JOHNSTON & BRADLEY.

The firm of Carruthers, Johnston & Bradley, of Winnipeg, were represented with a nice line of J. & J. Taylor safes. There were seven different sizes shown ranging from their smallest to their No. 10. They also had on display a full line of their vault doors. This exhibit merited and received much notice.

FORD & FEATHERSTONE

Pushing business to the limit, but nevertheless having a genial word for the newspaper man, who, by the way, was weary in well-doing, we found Ford & Featherstone, of Hamilton, Ont., neatly arranged at a nice location. At this stand they had on display a full assortment of Cary safes, in sizes running from No. 1 to No. 27. Mr. W. E. Featherstone was in charge, but we managed to get clear before he got the "lock" on us, though it was hard work in getting away.

THE METALLIC ROOFING CO.

The Metallic Roofing Co., of Toronto, Ont., and Winnipeg, had an exhibit of really artistic design, and they had it just at the right spot to catch and hold the attention of the interested spectator. They had an excellent display of their various metal sheetings for ceilings and walls, as well as "Eastlake" metal shingles, and metal siding and roofing of different styles, cornice work in fancy designs, fireproof glass doors and windows, and many different kinds of pressed ornaments. Those looking after the display said a most profitable show was the result of their efforts.

Ready for the Trade.

The Frost & Wood Co. recently sent us a copy of their latest piece of advertising literature entitled "Another Move." This shows that the building operations in connection with the new plant of the firm are progressing very favorably. The first story is up and the floor laid, and the company expect to put up the three last storeys in the same time it took to get up the first, for the reason, that excavating, cleaning up the debris, and laying of new foundations, took a long time. When completed the plant will have 150,000 square feet of floor space.

Machinery for the plant has all been ordered and will be of the very latest design. It will be electrically driven and a power plant for generating electricity is being installed. Their capacity will be almost double, and it will be the idea of the energetic management to get the maximum output at the minimum cost.

In a recent letter to us the company informed us that they were running overtime in order to get out their summer goods, and that the dealers and farmers of Canada can rely on an unexcelled quality of goods from their new plant. At the present time, reports are being circulated in some sections, that the company are placing on the market old machinery that came through the fire, or machinery made from parts that were damaged by fire. The officials state that this is an absolute falsehood and emphatically deny the allegation, stating that they would be delighted to show anyone, who cares to see, where and how Frost & Wood machinery is built. They will have a full line for the fall trade and will be able to take care of all orders they are entrusted with. A copy of their folder may be secured by any dealer making application for same. When writing them kindly mention Canadian Farm Implements.

CONFIDENCE
IS PLACED IN THE
PETROLIA WAGON

BOTH the man who sells and the man who buys a Petrolia Wagon has confidence that it is made of good material and in a manner that assures long life.

The sellers of Petrolia Wagons are assured of pleased buyers who will come to them again for other reliable goods. Hence to get the agency for Petrolia Wagons means to increase sales and profits.

The buyers of Petrolia Wagons are assured of a well built, serviceable wagon, constructed throughout, of the best material. So to purchase a Petrolia Wagon means to get full value for the money.

As the picture indicates, both farmer and dealer place confidence in the Petrolia Wagon.

Dealers can secure information concerning agency by writing to general agent, or by seeing blockman.

CANADIAN GENERAL AGENCIES:

MONTREAL, OTTAWA, ST. JOHN, LONDON, TORONTO, REGINA, CALGARY AND WINNEPEG

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

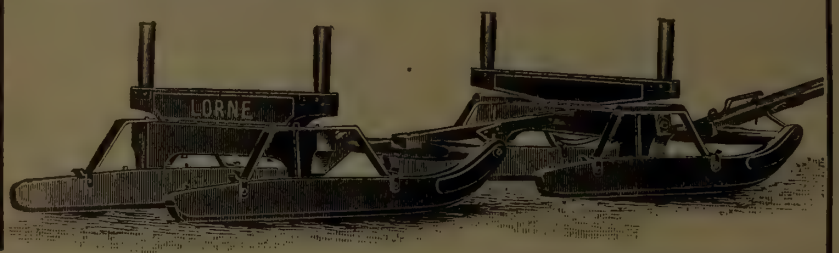
CHICAGO, U. S. A.

The Maw-Hancock Disc Plow is a Trade Winner.

Made in two, three and four Furrow, also for Steam Plowing.

Let us send you full particulars and catalogue.

Brantford Carriages, Cutters, Traps, Runabout and Palace Automobiles, Lorne Farm Wagons and Sleighs, Bissell Disc Harrows, Simplicity, Gasoline Engines, Grain Grinders, Wood Pumps, Wood Saws, Etc., Etc.



LORNE SLEIGHS, with steel or cast shoes. They are the best offered to the trade and are guaranteed to be built of Absolutely the CHOICEST MATERIAL THROUGHOUT. Let us quote you prices.

Joseph Maw & Co., Ltd.

Winnipeg, Man.

WE GIVE EXCLUSIVE TERRITORY TO AGENTS AND DEALERS.

We wish to secure a good live agent in every town in Western Canada to sell our Fanning Mills, Farm Scales and Incubators.

We will protect agents in territory given. We propose to handle our business through agents only.

The Famous Chatham Fanning Mill

The Best Advertised Farm Implement on the Market.

OATS FROM WHEAT SEPARATOR

WRITE OUR MANAGER:

WM. ATWELL, BRANDON. MAN., OR J. I. CAMPBELL, CALGARY, ALTA., FOR AGENCY CONTRACTS

We Make a Superior Farm Scale, Fitted with Stock Rack.

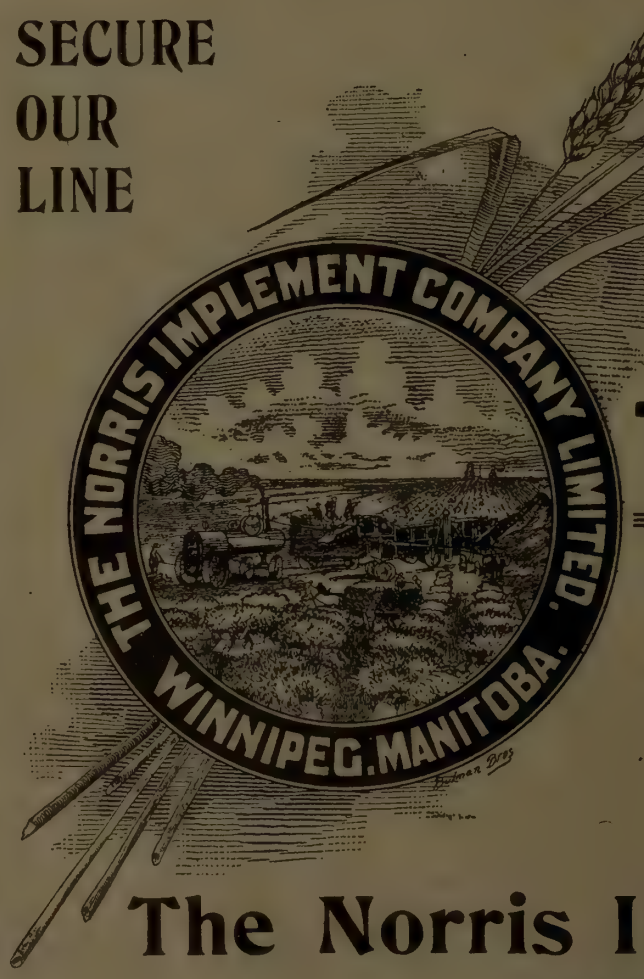
We Make the Chatham Incubator and Brooders.

WAREHOUSES AT CALGARY, REGINA, BRANDON, WINNIPEG

The Manson Campbell Co., Brandon, Man., Calgary, Alta.

Head Office, CHATHAM, ONT.

SECURE OUR LINE



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Western Canada

Norris Self Feeders,	*Norris Fosston Stackers*
Closz Patent Adjustable Sieves	*Force Feed Pumps*
Odell Automatic Pump	*Mason Kipp Oil Pump*
Casswell Belt Guides,	*The Russell Road Grader*
J. R. Belt Guides,	*The Macleod Stubble Burner.*

Write to-day for Catalogue, Price List and Terms to Agents.

The Norris Implement Company, Ltd.

WINNIPEG, MAN.

CANADIAN FARM IMPLEMENTS

VOL. IV, No. 3. WINNIPEG, MAN., SEPTEMBER, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

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REST - $1,300,000

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G. H. Balfour - - - - - General Manager.

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H. B. Shaw - - - - Superintendent.
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H. Veasey—P. H. Vibert-Assistant Inspectors.

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Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch - - R. S. BARROW, Manager.

Any other Manufacturers in the Saddlery and Harness business in Canada using this Trade Mark, are liable to prosecution.

To the Trade
THIS TRADE MARK THE **Horse Shoe Brand**

Will in future be found on the highest class Horse Collars, Harness and Saddlery made in Canada. This Trade Mark has been registered so that the public may know these goods, and can see the Trade Mark before purchasing. It is a guarantee that the best leather and workmanship are used in the article so stamped.

We have a complete stock of blankets, robes, coats, surcingles, bells, etc., etc.

Let us know your wants. We can ship promptly.

There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

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The GREAT WEST SADDLERY CO., Ltd.

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WATSON'S FARM AND BUSH SLEIGHS

They Keep the Road.
They are Well-Made and Heavily Ironed.

WE SELL

Wood and Pole Saws
Feed Cutters
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Made in all Sizes with Steel and Cast Shoeing. Ours are the only Sleighs having a Trussed Bench

SELLING AGENTS FOR
GRAND DETOUR WAGONS AND FARM TRUCKS.

They Keep Your Trade.
You can get a Better Price for them than for any other.

WRITE US.

John Watson Mfg. Co. LIMITED.

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Established 1849 Capital and Surplus $1,500,000
Offices throughout the civilized world. Correspondence Invited.
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Manufacturers and Importers of Vehicle Wood goods of all kinds.

We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

D. Ackland & Son, Ltd.,

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SAFE LOCK SHINGLES.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
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Building Materials of every Description in
SHEET METAL

Tell us all about your requirements and ask for our latest Catalog.

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Cockshutt Plows

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Canada's "Gold Standard"

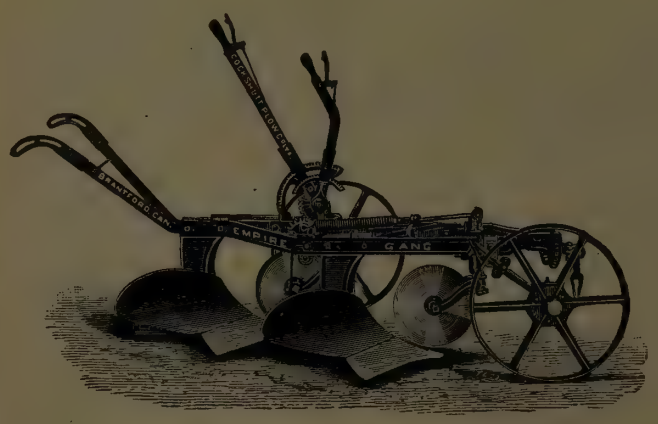
THREE TRADE WINNERS FOR THE CANADIAN WEST.

Our New Jewel

A Trade Winner for the Dealer and a satisfaction to the Customer. Equipped with all the latest and best ideas in modern plow building. Light Draft, Easy to Handle, Most Clearance.

Our Beaver Gang

has won favor in all districts where introduced. The Wheels are Dust Proof, the Frame Strong and Rigid, the Bottoms are the same as used on our New Jewel, 12-in. High Lift.



The Empire

is used by some of the largest farmers in Western Canada, as many as 12 of them on one farm. The only Plow in its class in America that has given perfect satisfaction in all cases to Dealer and Customer alike.

SATISFACTION TO THE CUSTOMER MEANS TRADE FOR THE DEALER.

COCKSHUTT PLOW CO Ltd

WINNIPEG REGINA CALGARY

CANADIAN FARM IMPLEMENTS

Vol. IV, No. 3. WINNIPEG, MAN., SEPTEMBER, 1906. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c.

Farm Mechanics at Manitoba Agricultural College.

W. J BLACK, PRINCIPAL OF MANITOBA AGRICULTURAL COLLEGE

Manitoba Agricultural College will open for the reception of students into the regular course on Tuesday, November 6th. The necessary buildings have been erected and equipped, a staff of officially trained instructors has been appointed, and a course of study calculated to meet the needs of the young agriculturist of Western Canada, has been outlined.

It will be of interest to readers of Canadian Farm Implements to know that one of the subjects, which will receive considerable attention at the new college, is farm mechanics, including in particular a study of the principles of construction of machines commonly used on the farm, and methods of operating them profitably. The inventors of farm machinery have been marvellous benefactors of agriculture during the past two decades. In no country in the world, perhaps, have these advantages been more noticeable or more fully appreciated than in Western Canada. The cultivating, seeding and harvesting of our immense areas would be impossible at present with the machinery in use twenty years ago. With modern machinery, it is safe to say that two men can do more than could three fifteen years ago when equally well equipped with the best machinery of their time. The seriousness of the labor problem is well known. Time may bring changes that will place comparatively more farm laborers within reach of the employer, but until our vacant lands have been settled, the possibility is that some seasons may find the demand for farm help even greater than any yet experienced. The prudent farmer therefore will look forward with dependence upon the up-to-date machinery for assistance, and as time goes by, it is expected that the history of the past will be repeated in the introduction of new labor saving machines. But since it requires greater skill to operate and care for the machinery used today on a modern farm than it did twenty years ago, so will it require an even greater knowledge on the part of the farmer twenty years hence.

In the education of every farmer, whether it be at an agricultural college, or in the experience achieved by practical experiment, there is undoubtedly great need for a training in the operation of machinery. Is it not true that comparatively few farmers have had an opportunity of familiarizing themselves with the principles of operation in gasoline or steam engines, so commonly used on nearly every farm, and is it not true that by no means a large majority even, can adjust properly the parts of a common plow or a fanning mill? Some have special natural ability and have acquired this knowledge; others have not been so favored by nature. It is to afford every farmer the opportunity of studying this important subject that it has been introduced into the curriculum of Manitoba Agricultural College, and it is hoped that the leading implement companies will place samples of their machines at the disposal of the College staff during the term. Students will be given an opportunity of becoming familiar with the principles of construction of the various machines and the relative values of their different parts. Those of such complicated construction, as the knotter of a binder, for example, will be carefully studied under the direction of an expert, and while the relative superiority of no machines will be emphasized, the student will be enabled to judge for himself what best will suit his conditions when later he assumes the responsibility of buying. It is intended to give special attention to the running of gasoline and steam engines. Those who take the course will be called upon to separate the parts of these machines and afterwards replace them. A training of this kind should enable graduates of the college, when they return home to the farm, to manage their own motive power without difficulty.

In the department of farm mechanics, students will be called upon to engage in practical work in carpentering and blacksmithing; sufficient, at least, to enable them to become familiar with the common tools of the blacksmith and carpenter shops. This training cannot fail to assist the student in keeping his farm machinery in better repair and in giving intelligent direction to others when necessary, concerning the making of repairs.

A Source of Light, Heat and Power.

For some time past Canadian Farm Implements has devoted considerable attention and space to the value of alcohol when used for mechanical purposes. With the passage of a bill in the United States, authorizing the removal of the internal revenue tax when this commodity is utilized in the production of light, heat, and power, we were the first to urge a similar step on the part of the Dominion Government. The daily newspapers, recognizing the great importance of such action to the industrial and agricultural interests of the country, are taking the matter up, and we believe it is only a question of time until we have tax free alcohol in Canada.

Discussing the question the "Globe" recently had the following to say:

In our eagerness to develop available water power we should not neglect the opportunities which other nations are improving in the adoption of alcohol for power development. It is cheaper, more convenient, and less dangerous than gasoline, can be produced in unlimited quantities, and is not easily subjected to monopolistic control. Germany has taken the lead in permitting the adoption of alcohol in motor and other engines of similar construction by removing the taxation that is the chief item in its ordinary price. To maintain the tax on alcohol devoted to other uses that which is exempted is "denaturized"—that is, so transformed by the addition of unnecessary chemical substances as to be unfit for use in making beverages or medicines. The denaturizing is effected by two methods known as the complete and incomplete, and many different ingredients are adopted for each, according to the subsequent use for which the alcohol is intended. The regulations provided are elaborate, and while they must of necessity increase the cost of the alcohol, they still leave it cheaper in many districts than gasoline. During the year 1903 there were 26,080,505 gallons of completely denaturized alcohol used for heating, lighting, and various processes of manufacture.

There is a wide choice of processes available for incomplete denaturizing. Alcohol to be used in the manufacture of ethers, aldehyde, agarcin, white lead, silver bromide, gelatins, photographic papers and plates, electrode plates, collodion, salicylic acid and salts, aniline chemicals, and for a number of other purposes, is denaturized by the addition of either ten liters sulphuric ether, one liter of benzol, one-half liter oil of turpentine, or 0.025 liter of animal oil to one hundred liters, or about twenty-six and one-half gallons. For the manufacture of varnishes and inks alcohol is denaturized by the addition of oil of turpentine or animal oil, and for the production of soda soaps by the addition of castor oil. Alcohol for the production of lanolin is prepared by adding five liters of benzine to each hectoliter of spirits. The price of denaturized alcohol varies in the different States and Provinces in accordance with the yield and consequent market price of potatoes, grain, and other materials. At the present time alcohol of 95 per cent. purity, which is the quality ordinarily used in Ger-

many for burning sells at wholesale from 28 to 29 pfennigs (6.67 to 6.9 cents per liter (1.06 quarts), and at retail for 33 pfennigs (7.85 cents) per liter. It is such advanced moves as this that have enabled the Germans to make headway against a burdensome protective tariff. Congress has already profited by the example, and our own Government should give equal favors to Canadian manufacturers and others who may become users of alcohol for industrial purposes.

Foreign Trade's Great Increase.

Canada's foreign trade grows mightily. For the fiscal year ending June 30th, the grand aggregate will reach the enormous sum of $550,854,246. This shows a gain of $311,828,886 as compared with 1896, and of $80,702,957 over 1905.

Taking the trade by countries, the total imports from Great Britain amounted to $69,298,751, as against $60,538,811 for the year ending June 30, 1905. Of this amount the dutiable goods amounted to $52,748,623, a gain of $7,334,814 over the preceding year. The imports free of duty totalled $16,550,138, an improvement of $1,435,126, as compared with 1904-05. The exports to Great Britian of Canadian merchandise were $127,456,471, while the preceding year they amounted to $97,114,867. The striking feature of the trade returns is the very substantial improvement in commercial dealings between Great Britian and Canada. Canada imported from the United States goods to the amount of $180,729,458, of which $94,200,167 were dutiable and $82,801,286 free duty. For the preceding year the total imports amounted to $166,040,890, made up of $83,239,604 dutiable and $82,801,286 free goods. It will be observed that there is great disparity between the imports of free goods from Great Britian compared with those from the United States. The fact is Canada has to import from the United States large quantities of raw materials for manufacturing purposes which cannot be obtained from the mother country. The exports of Canadian merchandise to the United States last year amounted to $83,546,406, the total for the preceding year being $70,426,765. According to these returns, the United States supplied 60 per cent. of Canada's imports for consumption, compared with 24 per cent. from Great Britian. However, the grain in imports from Great Britain was 13 per cent. and from the United States 8 per cent.

The surtax on German goods has played havoc with the imports from that country. Three years ago the value of imports for consumption from Germany amounted to $12,282,637, whereas last year they dropped to little over seven millions. Canada's imports from France last year were $7,698,050, or a gain of about half a million dollars. There was exported to France, Canadian goods to the value of $2,110,344, as compared with $1,479,999 for the year previous.

Going after the Steel Trust.

A representative from Texas recently introduced a resolution into the United States House of Representatives, the purpose of which is a thorough investigation of the steel trust and its methods. Under the provisions of this resolution the secretary of commerce and labor is empowered to fully investigate the cause of the difference in the prices of iron or steel manufacture when sold in the States and the price for like articles of manufacture when sold in foreign countries, and to ascertain whether the margins between the prices of said articles when sold in the domestic market, and the selling of like articles when sold abroad have resulted in whole or in part from any combination in the form of trust or otherwise, or conspiracy, in restraint of trade and of commerce; also, whether the prices of steel and iron articles of domestic manufacture in the United States have been controlled in whole or in part by the United States Steel Corporation, and the corporations heretofore absorbed by it, and under its control, or by any corporation, joint stock company or corporate combination engaged in commerce among the several states or with foreign nations; and, if so, to investigate the organization, capitalization, profits, conduct and management of the business of such corporations, and to make early report of his findings according to the law.

We shouldn't wonder if a searching investigation of this sort put a damper on the wholesale distribution of libraries by a certain well known individual, a prominent member of the steel trust.

A Telling Feature

A complete catalogue of the famous P. & O. Canton Plows, manufactured by the Parlin & Orendorff Co., Canton, Ill., recently reached our desk. This contains full information regarding the plows, harrows and cultivators made by this concern, and it is something in which dealers will find much of interest. A feature of this catalogue is the designation marks shown in connection with the different implements, these marks bringing to the notice of the reader the outstanding features of the different implements. Either the company, or their representatives in Winnipeg, the William Johnston Co., will be glad to mail a copy of this supplementary list to any dealer making application. When writing, kindly mention Canadian Farm Implements.

PROFITS IN PUMPS

WRITE FOR CATALOGUE

On PUMPS, WINDMILLS and GASOLINE ENGINES.

BRANDON PUMP AND WINDMILL WORKS,

BRANDON, MAN.

Reference: Bank B.N.A. Box 410.

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all.

Yours for the asking.

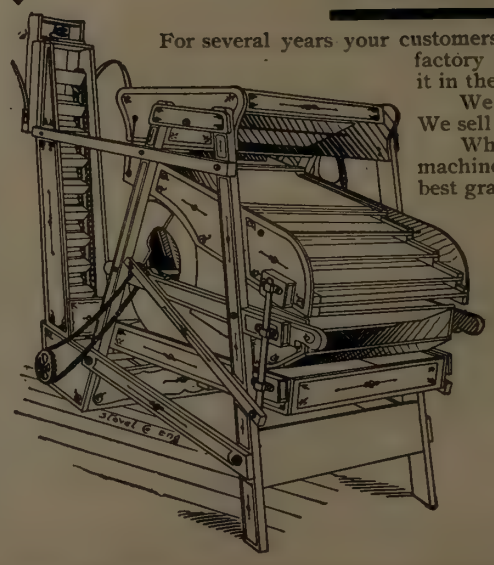
Your attention is called to

NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

DEALERS



For several years your customers have been looking for a satisfactory grain cleaner. They will find it in the "HERO."

We don't peddle our machines.—We sell to the trade only.

When you are handling the best machinery in other lines, handle the best grain separator on the market.

Your success depends on the prosperity of the farmer; his in turn depends on the quality of his seed. The "Hero" will satisfy him because it will clean with equal facility wild oats or other foul seeds from wheat.

We have the machine that will interest you, that will pay you, and that will satisfy your customers.

MANUFACTURED BY

Dow-Wadge Implement Co., Ltd.

COR. C.P.R. and JACKSON AVE.

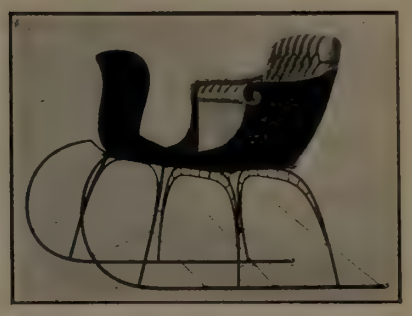
ELMWOOD, - WINNIPEG

YOUR PROFITS CAN BE INCREASED

BY SELLING OUR LINE

MOUNT FOREST CUTTERS HAVE MANY FRIENDS

Glad to have you write for our complete Cutter and Buggy Catalogue and see a Complete Line.

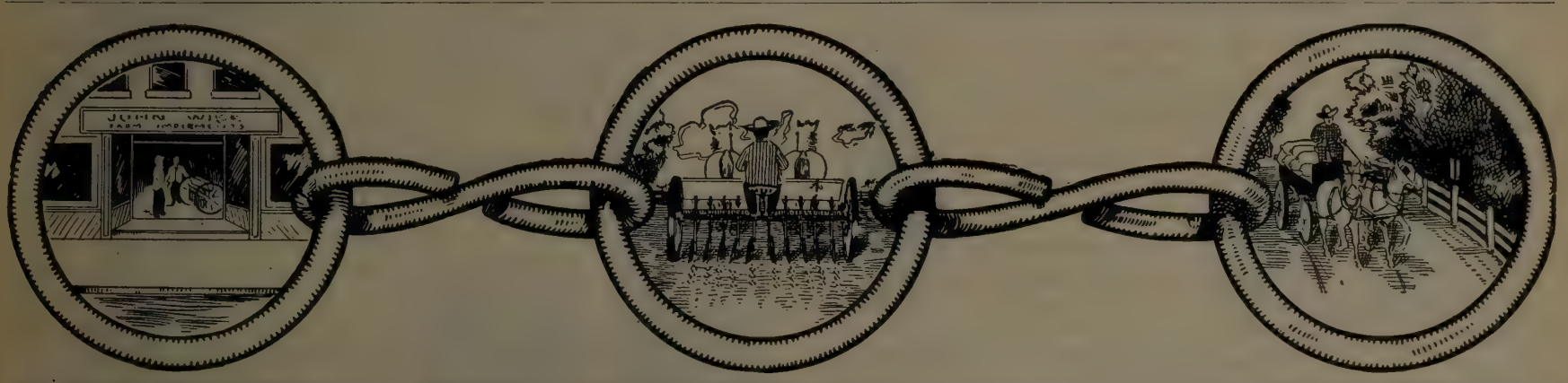


The "Dan Patch" Speeder

IS IN A CLASS BY ITSELF—

IT LEADS THEM ALL.

A. C. McRAE, WINNIPEG, MAN.



HOOSIER GRAIN DRILLS

The Hoosier Low-Down Press Drill always gives perfect satisfaction.

We also make Hoosier Double Disc and Shoe Drills.

We make a Special Hoosier Single Disc Drill to meet the requirements of the farmers of the great Canadian West. It is constructed upon the "zig-zag" "closed delivery" principle, and will not clog in mud or trash. Its grain feed is positive and accurate and will sow any and all kinds of seed perfectly. It is as strong as steel and malleable iron can make a drill. It has duplex "chilled" bearings, is wonderfully light draft and free from neck weight. The Hoosier is easy on both man and team.

Send for Catalogue and Prices.

AMERICAN SEEDING-MACHINE COMPANY, Inc.

CANADIAN DIVISION, WINNIPEG, MANITOBA

Form a Mutual Fire Insurance Company.

At their convention held at Niagara Falls, N. Y., last year, the National Association of Agricultural Implement & Vehicle Manufacturers of the United States declared themselves to be in favor of a mutual fire insurance company. The movement in connection with this project progressed rapidly, with the result that a charter was recently secured under the laws of the State of Indiana, for a corporation known as the Implement & Vehicle Manufacturers' Mutual Fire Insurance Co. Among the names of the incorporators are several of the largest implement and vehicle manufacturers of the United States.

It is understood that Mr. John A. Waters, of Indianapolis, Ind., a prominent underwriter, has been secured as manager of this company. Policies will be issued for five years, subject to cancellation at any time. A premium note will be required equal to five annual premiums in stock companies, accompanied by a cash payment of 20 per cent. of the note, to be held as collateral security for the payment of premiums as they are due, When a policy is terminated for any reason the cash deposit will be returned, less any accrued liabilities. All business will be done direct. The maximum line for the present, subject to a single fire, will be $5,000.

In a letter recently written to members of the Association, Mr. Waters states that it is the intention to select the directorate of the new company from among the members of the National Association, and to have all accounts audited by a committee from that body at least once a year. The new organization will be affiliated with the National Association of Factory Insurance Companies. Liabilities will be confined to isolated manufacturing establishments in order that members will always be excepted from any increase in rates caused by fire losses.

Under this affiliation the new company will have the benefit of the inspection service of the Factory Insurance Companies. This body proceeds on the theory that the prevention of fire losses is more important to the assured than the payment of indemnity, for the reason that it is through prevention that members are insured against losses that can be provided for in no other way; viz., the loss of business resulting from the destruction of one's property by fire.

Those responsible for the formation of the new mutual request the co-operation and support of all implement and vehicle manufacturers of the Union, in order that something beneficial may result to the great body of their fellow producers.

Edmonton.

The firm of Corriveau & Manuel have dissolved partnership. The business in future will be carried on by Mr. Manuel.

W. M. Armstrong, who has been engaged in the implement business at Fort Saskatchewan, recently sold out to Kelly Bros. Mr. Armstrong has removed to Vegreville where he will engage in the livery business.

Mr. J. A. Brookbank, manager for the International Harvester Co., at Calgary, paid the Capital a visit recently. He went East via C. N. R., for the purpose of visiting several of the company's agencies. He will stop off at Vegreville, Vermilion and several other points.

Mr. Robert Purvis, of the McKenzie, Benson Co., of Leduc, Alta., was in town recently and while here gave the writer a call. He reports good times for the growing town of Leduc. There was an excellent sale of binders, mowers and rakes at that point during the season.

Mr. Clare Watts, who was formerly in the employ of Manuel & Corriveau for sometime, recently left to open up in the automoblie business on his own account. He has erected a large garage on Third Street. Mr. Watts should do a good business in this line. having had extensive experience in connection with machine repair departments.

Harvest in the Edmonton district is about over for another season. With the exception of a few late pieces of wheat, practically all the cutting is finished. The crop in general is reported as good, and most farmers feel certain that the yield will be heavier than it has been for years. A few threshing rigs are out, but it will be a couple of weeks yet before threshing is really in full swing. Great difficulty is experienced in securing farm help. High wages are being paid but even this does not appear to improve the situation. The binder twine sale is almost over, and at this writing there is still a large amount of twine in the hands of the trade here. This is due to the fact that the Farmers' Associations brought in several carloads of twine on their own account.

Get the "Manitoba Line"

IT IS A TRADE WINNER.

Manufactured in the West for the West.

We Manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized Iron.

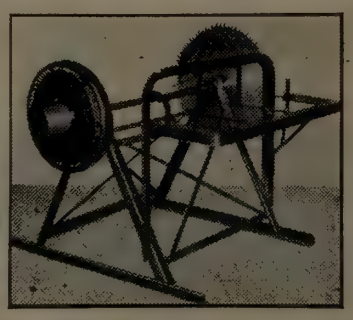
See our New 'CANADIAN PETERS' ' Pumps.

Our Proposition is a Paying One.

The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

The Famous "MANITOBA" Pumps, known and recognised throughout the West as the 'STANDARD OF EXCELLENCE."

The "MANITOBA" is the most scientifically designed Mill the World has yet produced. Specially constructed to meet Western Requirements.



"MANITOBA" Steel Frame Saw. Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."

Every Order Referred to Our Nearest Dealer.

WRITE FOR CATALOGUES.

The Manitoba Windmill and Pump Co., Ltd., Mfrs.,

BOX 301 **BRANDON MAN.**

LLOYD'S

Handy Low Down Suspension Wagon Spring Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your Supply of Wagons short Seats, and give this Seat a Trial.

Read what one Dealer says:—

Belmont, Man., April 28th, 1906

This is to certify that the Wagon Seat sold by Mr. B. E. Lloyd, of Wawanesa, is the most useful Wagon Seat on the Market. My customers ask for them when buying a new wagon and I am frequently asked to take the old style seat in exchange for them. I am willing to answer any enquiries that may be made of me with regard to these.

C. DRUMMOND HAY.

AGENTS WANTED

Write for Quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

The "NEW-WAY"

AIR-COOLED

GASOLINE ENGINES

Are always ready to run in the coldest winter weather or on the hottest day in summer. No water to bother you. No bursting of cylinders by freezing.

DESCRIPTIVE CIRCULARS FREE.

— THE —

Cooper Gasoline Engine Co. Ltd.

313 Donald St., Winnipeg, Man.

The Development of the Milking Machine.

There has been greater agitation in favor of a practical milking machine during the past year or so than ever before. It is but a few years since a successful machine for milking cows was considered impossible of construction. Later experiment demonstrated that this was not so, and today many authorities regard the production of a practicable, efficient, milking machine, reasonable in cost and economical in maintenance, as merely a matter of time. Experts the world over are striving to accomplish this end, and from what has already been done, it is not too soon to consider their efforts successful.

President Creelman, of the Ontario Agricultural College, Guelph, Ont., recently had the following to say in connection with the necessity for such a machine: "The great crying need of the Canadian dairy industry is an improved milking machine. Anything that will affect this industry is one of the hardest blows Canada can get. Seventy per cent. of the cheese on the British market is Canadian, and equals in value some thirty millions of dollars annually. Any factor, therefore, resulting detrimentally to this trade would be fatal. The danger lies in the lack of help."

Over the whole Dominion there is a scarcity of workmen, particularly where dairying is carried on to the largest extent, and it is this condition of affairs that called forth the foregoing opinion from such an authority as the President of our leading agricultural college. There are many reasons for this scarcity of help. The opportunities of the country are largely responsible. This is especially the case in the West where every farm laborer may take up a homestead and become his own employer, later demanding the services of there is the farm laborer's dislike to continual, constant work, such his less fortunate fellows. Then as must be given to dairying. As our readers well know there is no more laborious task in connection with modern agriculture than the successful operation of a dairy farm, and the helpers in this field are particularly scarce. Another reason is that many hired men object to milking and frequently those that do not object are neither fit nor competent for the work.

These are among the chief arguments in favor of the milking machine. As we have often noted, in Canadian Farm Implements, different machines for this purpose are constantly being brought forward. At the recent Toronto Exhibition such a machine was shown there by a firm from Brockville, Ont. This was of the Lawrence & Kennedy type, with several recent improvements by Burrell, of Little Falls, N. Y. It is a power machine, operated on the suction principle, and those interested in its development are sparing neither time, energy, nor expense to bring it to the highest point of excellence. The makers of this milker have placed several machines with practical dairymen and so far as can be learned, the results have been very satisfactory, though, it is said, many additional improvements are looked for and required.

Sometime ago we had considerable information sent us regarding a suction principle, hand-power milker just recently placed on the market. Each machine of this patent has a capacity for milking two cows at a time and a power equipment for its operation is simply duplication of hand machines run by power. This latter is supplied by compressed air from a storage tank, which may be connected with either a gasoline engine or windmill. With power equipment, the manufacturers claim that one man can easily attend to the milking of fifty cows, and that it cheapens the cost of milk production at least fifteen per cent.

About six months ago a milking machine from Little Falls, N. Y., was installed for experimental purposes at the Ontario Agricultural College. After a test of several months, Prof. H. H. Dean, who has charge of the Dairy Department of that institution, speaks in part as follows regarding the results: "All we are prepared to say at present is that the machine promises to solve the problem of milking cows where the herd is large enough to warrant the expense and where hand milking is not available at reasonable cost. We hope to speak more definitely at the end of this year. In the first part of our experience we had trouble with some of the cows that did not take kindly to the machine. It was necessary to strap their legs to keep them from kicking. Now none of the cows have to be strapped. At first we stripped all the cows after the machine. Now this is not necessary. Then we massaged the cows' udders. Now we do not. Formerly we had trouble with udders swelling. Now we have none. At first the cows gave more milk when milked by hand. Now there is little or no difference, what difference there is being in favor of the machine. This sums up the situation as far as we have gone."

In view of the satisfactory nature of what Prof. Dean has to say we look forward to the day when the milking machine will take its place among the labor-saving, profit-making machines of the modern dairy farm.

FLORENCE

WOOD PUMPS

The best for the country, lasting and simple. Only the very best selected materials are used in FLORENCE PUMPS. Every pump is thoroughly tested before leaving the works.

FLORENCE PUMPS ARE BEST BY TEST.

Write to us to-day for prices and particulars.

Melotte Cream Separator Co., Ltd.

AGENTS,

312 ROSS AVENUE, WINNIPEG.

DE LAVAL SEPARATORS

are the kind which sooner or later makes the purchaser of any other wish he had exercised discrimination when buying. They compel the realization that a machine which delivers cream from one spout and skim milk from another does not necessarily constitute a separator in the sense accepted by the world's experts on dairying and dairy machinery.

The De Laval Separator Co.

WINNIPEG.

MONTREAL NEW YORK SAN FRANCISCO
TORONTO PHILADELPHIA PORTLAND
VANCOUVER CHICAGO SEATTLE

SUPERIOR DISC HARROW ON WHEELS.
"The Name Tells a True Story."
THE SUPERIOR DRILL CO.
SPRINGFIELD, OHIO.
No Loading on Wagon or Sled.
Easy to Manage as a Road Cart.
Each Disc and Draw Bar
Independent in Action.

Some Attractive Post-Cards sent out by the Superior Division of the American Seeding-Machine Co.

Wants Canadian Connection.

According to the Weekly Trade Report, an English North Country manufacturer of agricultural machinery and implements, would like to get into correspondence with a Canadian firm prepared to undertake the introduction of his manufactures. For more information regarding this apply to the Trade and Commerce Department at Ottawa, Ont.

Some Nifty Advertising Matter.

We recently received from the Superior Division of the American Seeding Machine Co., of Springfield, Ohio, and Winnipeg, some particularly nifty advertising matter in the shape of real photographic souvenir post cards. There are several styles of these. Each shows a young woman, appropriately gowned, posing in various becoming positions in connection with different kinds of Superior machines. We are reproducing a number of these cards in a nice halftone in this issue, and the trade will have an opportunity to form their own opinions concerning them. The work was done under the immediate supervision and direction of Mr. Ed. S. Ralph, the progressive advertising manager of the company, and we feel that the various settings are a decided credit to his artistic taste. This concern also sent us one of their new Superior posters, which is of a very neat and attractive appearance. These the company will be pleased to mail to every applicant. Get some of the post cards and a poster, and when writing don't fail to mention Canadian Farm Implements.

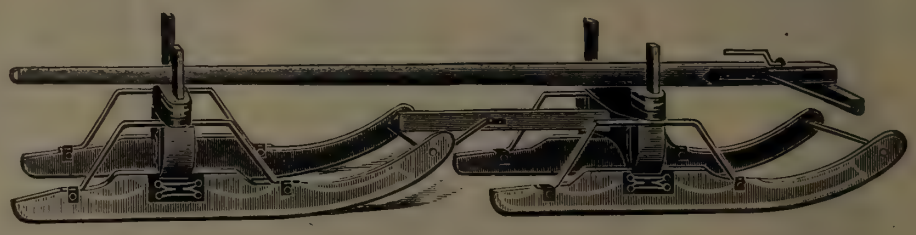
Let your motto be, "One thing at a time, and that well done."

Man who is Ahead and His Importance.

In almost every newspaper you pick up you are pretty sure to find a lot of gush about the man behind the counter and the man behind the gun, the man behind the buzz-saw and the man behind the sun, the man behind the times and the man behind his rents, the man behind the plowshare and the man behind the fence, the man behind the whistle and the man behind the cars, the man behind the kodak and the man behind the bars, the man behind his whiskers and the man behind his fists, and everything is entered on the list. But they've skipped another fellow, of whom nothing has been said—the fellow who is even or a little way ahead, who pays for what he gets, whose bills are always signed. He's a blamed sight more important than the man who is behind. All the editors and merchants and the whole commercial clan are indebted for existence to this honest fellow man. He keeps us all in business, and his town is never dead, and so we take off our hats to the man who is ahead.—Judge.

FAIRCHILD FARM SLEIGHS

ARE BIG BUSINESS BUILDERS.



Made in Three Sizes: 2-inch Runners 2½-inch Runners. 3-inch Runners

WITH CAST OR STEEL SHOES.

These Sleighs are built right and are made from A.1. Material.

We have a Large Stock and can Ship Promptly.

LET US HAVE YOUR ORDERS EARLY.

THE FAIRCHILD COMPANY, LIMITED

WINNIPEG REGINA CALGARY

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

Calgary.

Mr. Geo. Corriveau, of Corriveau & Manuel, Edmonton, Alta., is spending a vacation at the Coast.

Mr. H. A. Dunn, manager of the Fairchild Co. here, is on a trip to northern points in his firm's interests.

Mr. Collin McCreary, general agent for the De Laval Separator Co., was here for a few days a short time ago in the interests of his company.

The Frost & Wood Co. are getting settled in their new quarters, corner of 9th Avenue and Second Street. The staff appreciates the change.

Mr. H. Walker, of the Armstrong Carriage Co., Guelph, Ont., while on his way through to the coast for a holiday, dropped off here and spent a couple of days visiting members of the trade.

Mr. J. A. Brookbank, manager of the International Harvester Co., just got back to the office a few days ago from a trip North. While away he visited a large number of local agencies in that country.

Mr. A. F. Grady, Mayor of McLeod, Alta., and also a prominent implement dealer of that place was in the city for a few days recently on his way East. During his absence, Mr. Grady will attend the Methodist Conference at Montreal.

Mr. John Kelly, of the implement firm of Kelly & Beals, Edmonton, Alta., recently passed through this city on his way to the coast on a holiday trip. He was accompanied by his wife and family.

Mr. J. P. Minhinnick, of the Frost & Wood Co., recently returned home from extended trips through the central and northern parts of the Province. He reports threshing progressing rapidly and states that, from what he saw, the crop will give a record yield.

The new home of the Canadian Moline Plow Co., at this point, proceeds apace. Mr. R. C. Thomas, their local agent here, expects that it will be completed in the course of a month. When finished it will be one of the best implement showrooms in the West.

Mr. Geo. Hall, of the Calgary staff of the the Fairchild Co., has returned home after spending a pleasant holiday beyond the Rockies. While away he visited Victoria, Vancouver and New Westminster, B. C., and Seattle, Wash., as well as several other intermediate points.

Reports from all parts of the Province are to the effect that the harvest generally is progressing rapidly, and that it is being well taken care of. As near as can be ascertained, the yield will be above

SHEET STEEL BRICK
WRITE FOR PRICES
METALLIC ROOFING Co. LIMITED.
WINNIPEG

THE ONTARIO LINE

OFFERS YOU THE

MOST COMPLETE LINE OF POWERS

FOR YOUR CUSTOMERS.

CANADIAN AIR-MOTORS—All Sizes for Power or Pumping.

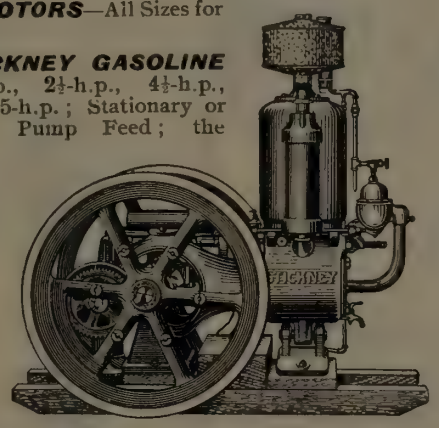
NEW STYLE STICKNEY GASOLINE ENGINES—Sizes 1-h.p., 2½-h.p., 4½-h.p., 6-h.p., 9-h.p., 12-h.p., 15-h.p.; Stationary or Portable; Gravity or Pump Feed; the ***Simplest Engine*** on the Market.

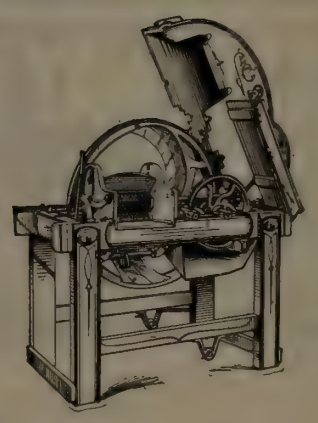
B. Bell & Son Horse and Tread Powers—All Sizes.

EMPIRE CREAM SEPARATORS Best of all Sellers

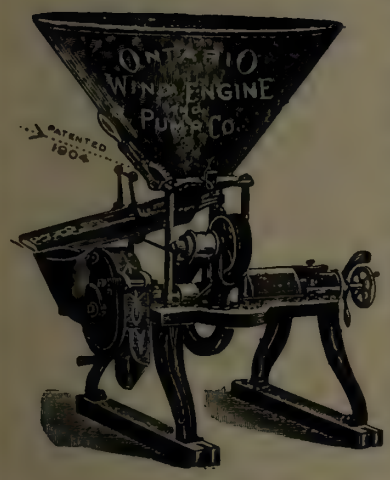
Grain Grinders, Feed Cutters, Wood Saws,

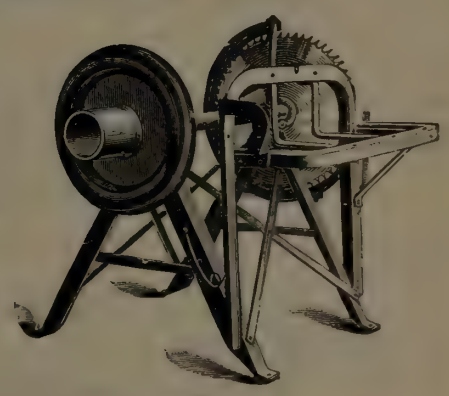
Pumps, Tanks, Root Pulpers, Land Rollers, Hydraulic Rams, Village Fire Engines.





Send for Catalogues and Terms to Agents.





Ontario Wind Engine and Pump Co., Limited,

WINNIPEG, MAN.

THE PORTER HAY PRESS

More points of real merit than any baler built. Pull power, low step-over, high chamber, telescoping device and other good points which you will find in detail in our catalogue, which is free for the asking. Send for it now.

J. E. PORTER CO., Ottawa, Illinois

W. Johnston & Co., Ltd.

General Agents.

WINNIPEG - - - MAN.

the average and as a natural result the trade in harvesting goods has been considerably better than usual.

Mr. D. B. McLeod, manager of the Northwest Thresher Co., at Winnipeg, was in Calgary for a short time recently visiting Mr. Fred W. Kent, Alberta representative of the company. It is understood that the Northwest people have purchased a site here and intend to erect a substantial building thereon at an early date.

Mr. Geo. Granger, of John Campbell & Sons, carriage manufacturers of London, Ont., recently spent some time visiting Alberta points in the interests of his firm. He was in this city for a few days looking into conditions here. It is not known what arrangement will be made for the handling of their line in this territory.

Among the dealers from surrounding towns who visited this city during the past month, we noticed the following: O. W. Hembling, Didsbury; Geo. Becker, Crossfield; John Kelly, of Kelly & Beals, Edmonton; A. B. Shantz, Carstairs; P. H. White, of the Lougheed Lumber & Implement Co., Lougheed; and H. E. Kelly, of McLeod.

Mr. C. Cockshutt, one of the directors of the Cockshutt Plow Co., of Brantford, Ont., and also a director of the Imperial Bank, was in Calgary for several days recently looking over his interests here. It has been decided to add two storeys to the Cockshutt warehouse here. This will make it one of the best in the city. The addition will be finished by early spring.

Mr. B. Swayze, agent for the Frost & Wood Co., at Guelph, Ont., and Mr. J. Allison, agent for the same company at Barrie, Ont., recently made a tour of the West, which naturally includes Calgary as one of the prinipal points of interest. They were both astonished at the extent and development of the West. Some say each has a bad attack of "Western fever" and will probably cure it by coming to reside in this territory.

Mr. W. G. Hunt, manager of the Massey Harris Co. here, recently returned to the city from a trip to the coast. He was only here for a day or two when he left for a month's visit to the East. While away he will be one of Alberta's representatives at the Methodist Conference in Montreal. He will also visit the factories of the Massey Harris Co., at Woodstock, Brantford and Toronto, as well as spending some time with friends and relations.

The firm of White & Grasswick, who have been handling automobiles extensively here for some time past, has been merged into what is now known as the Western Automobile Co. Mr. G. Grasswick will continue as manager of the new company. He is a thoroughly competent mechanic, his specialty being automobiles. As the firm has the agency for a number of the leading and best known cars on the continent, they will be in an excellent position to look after the wants of their customers. Their new quarters are about completed, and when it is finished, it is said it will be one of the finest garages West of Toronto. They are also adding a complete line of auto accessories for the convenience of patrons.

The deepest sympathy of Western implement dealers and travellers is extended to Mr. and Mrs. H. W. White, of Fifth Street, who suffered a sad bereavement in the death of their daughter, Miss Harriet E. White, on September 6th. Miss White, who was twenty-two years of age, was engaged in her duties as a stenographer up until noon of the Saturday preceding her death. On Tuesday, after a consultation between the doctors, an operation was deemed necessary. The young lady recovered quickly, but on Wednesday evening, without suffering any pain, she gradually sank, and passed away early Thursday morning. The funeral took place from the family residence on Friday, September 7th., and was very largely attended. Mr. White is manager of the Canadian Moline Plow Co. at this point.

The regular meeting of the Alberta Wholesale Implement Dealers' Association was held in the offices of the International Harvester Co., Sept. 1st., with a full attendance. Everything showed the organization to be very much alive and that its welfare is being thoroughly looked after by those in charge. Among the numerous items taken up was that of transportation in the interests of the local trade. This is receiving special attention, and a committee has been appointed to look after this part of the work. Another subject discussed was that of legislation in the interests of the community in general, and to this end a bill will be laid before the legislators of Alberta at their next session. A committee was also appointed to meet the Canadian Manufacturers when they are here on their tour of the West. They are expected about September 21st.

THE WORLD'S GREATEST HAY PRESS

PANAMA ALL STEEL HALF CIRCLE HAY PRESS

ONE HORSE CAN BALE 5 TO 8 TONS A DAY

THE PANAMA

A PRESS FOR EVERY FARM.

The farmer who makes the most money is the one who has facilities for preparing the most of his products for the market in the finished form on his own farm. With a ***Panama All-Metal Half-Circle Hay Press,*** one horse and a boy, the ***farmer*** can ***bale his own hay*** at the rate of ***five to eight tons a day.*** Do it as well as it can be done on any full-circle press built, and save all the expense of hiring it done. The ***Panama*** is simple, durable and we sell it so that every farmer can own one.

3 FEEDS TO THE ROUND

SELF FEEDER ADMIRAL HAY PRESS

2 PROFITS IN HAY BALING

THE ADMIRAL

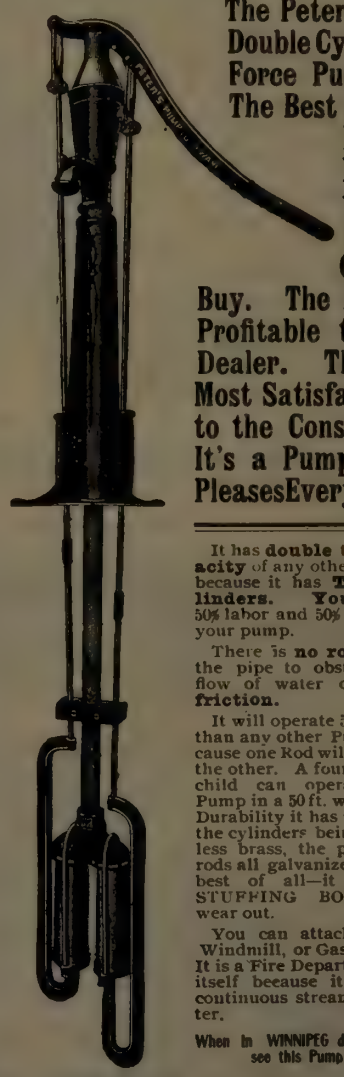
A Full-Circle Continuous Baler—three feeds to the round—a time-saving, money-making press. A glance at the power end shows that the ***Admiral*** is built to stand the severe strain of the hard work it is to perform without breaks or stops for tinkering. With the triple lever power we put three feeds in the baling chamber to each round of the team, forming smoother, better, heavier bales and more of them in a given time than is possible with any other press, and at the same time reduce the work of team and men. The three-feed is a wonderful improvement, and puts the ***Admiral*** at the head of the list, but we go a step farther and give you the ***Admiral Self-Feeder*** which does away with heavy and dangerous foot-feeding and works with less men.

The Admiral Hay Press is made along improved lines—is a rapid, easy worker, simple, strong, durable –easy on team and men and a sure money-maker for its owner. It is adapted for baling all kinds of hay.

Write us before buying a hay press, whether you want a one-horse or a a two-horse press. We will send you our literature on hay presses, telling what they will do, and what farmers who own them think of them.

W. JOHNSTON & CO. LIMITED,

WINNIPEG, MANITOBA.



The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself beeause it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

W. JOHNSTON & CO., Limited

Agents, WINNIPEG, MAN.

We want every Dealer to investigate.

MANUFACTURED BY PETERS PUMP CO., KEWANEE, ILL.

The Editor's Song.

$$

How dear to my heart is the steady subscriber,
Who pays in advance without skip ing a year;
Who lays down his dollar, and offers it gladly,
And casts round the office a halo of cheer.

Who never says: "Stop it, I cannot afford it!"
Or, "Getting more papers each day, than I read;
But always says, "Send it, the whole outfit likes it—
In fact, we regard it a business need."

How welcome is he when he steps in the sanctum,
How he makes "our heart" throb, how he makes "our eye" dance!
We outwardly thank him—we inwardy bless him—
The steady subscriber who pays in advance!

An Invention for Stubble Cutting.

While in the city during the Winnipeg Industrial Exhibition, Mr. James Greenshields, of Binscarth, Man., the inventor of a new stubble cuttin gattachment, paid us a visit. Mr. Greenshields' invention, upon which he has been granted patents by both the Canadian and United States Governments, consists in a cutting device or attachment for use on self-binding reapers or other harvesting machines for cutting the stubble of wheat or other grain. This attachment may be either permanently or detachably connected, and the designer claims that while it is simple, durable and comparatively inexpensive, it is nevertheless a thoroughly efficient piece of mechanism for the work for which it is intended.

This device is attached to the rear of the ordinary binder. It comprises a longitudinal frame with detachable draw-bars at each end. These bars have arched portions underneath which are small supporting wheels. By means of a lever and connections, the draw-bars and frame may be adjusted vertically to raise and lower the cutting mechanism, the lever working in conjunction with a toothed rack and spring pole which holds it in place at any angle desired by the operator. The stubble cutter bar is connected by a pitman to a crank disc on the rear end of a geared shaft.

Speaking to us of his invention, Mr. Greenshields said: "When this attachment is used on a harvesting machine, it will be seen that the grain may be cut considerably shorter than is ordinarily done, and that the stubble may be cut very close to the ground. The advantages gained by so doing are numerous; there is less straw to pass through the cylinder of the threshing machine, the land may be more readily turned into plowing, owing to the shortness of the remaining stubble, and the cut portion of the stubble may be burned off the land when dry, thereby destroying vast quantities of weed seeds, and leaving the land in good condition for plowing, and also preventing the land from being rendered spongy by the rubbish turned under in plowing. By adjusting the various levers of the attachment, the stubble may be cut as close to the ground as desired."

It is Mr. Greenshields' desire to get in correspondence with any who might desire to purchase the right to his invention, or to make arrangements with any who will manufacture it on a royalty basis.

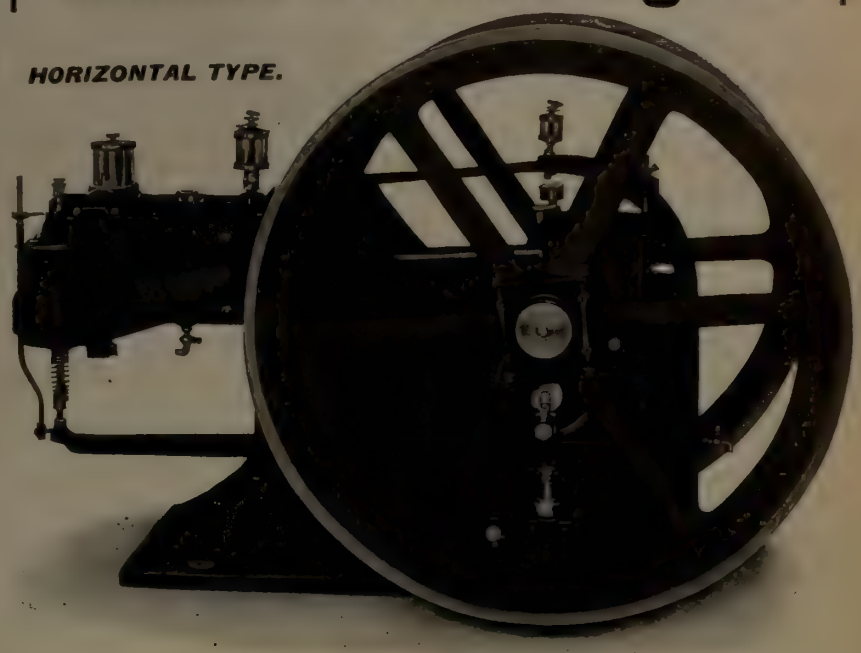
San Francisco Progressing.

Activity reigns in every department of human endeavor in San Francisco. Conditions in connection with the implement and vehicle trade have been exceedingly brisk. While the demands of the rural districts of California are not any greater than usual at this season of the year, there is a very heavy call for wagons of all kinds, hand tools, steam engines, scrapers, and other lines necessary for the work of removing the debris and for excavation purposes in the city by the Golden Gate. The outlook for both country and city trade during the fall is very bright.

In San Francisco considerable trouble is caused by the excessively high rates of insurance charged on temporary structures and the stock contained therein. These amount from 5 to 8 to 10 per cent. on such risks and this is proving a check on the carrying of large stocks. Many of the firms can neither afford to carry their own insurance nor meet the high rates, consequently they are handling the least working stocks possible. Others concerns having branch houses in the State are holding the bulk of their goods at these places, only bringing the goods in as necessity demands. Many are trying to secure fireproof warehouses where risks are less and rates lower. New buildings for a large number of the implement and vehicle companies go on apace, and within another year a new San Francisco will be well under way.

Brandon Gasoline Engines

HORIZONTAL TYPE.



Where quality is essential, and reliability is demanded the BRANDON commands the trade.

They are neat and compact in design embodying strength and utility and contain the latest improvements for securing the greatest economy in fuel consumption.

By means of a thumb-screw the speed of the Brandon Engines can be changed over 50 per cent. while in operation; this is a feature not found in other makes.

Each Engine is thoroughly tested and operated with full load before leaving our works and a record kept of its performance and a copy furnished the purchaser.

Verticals 1½, 3 and 5 h.p. Horizontals 6, 8, 10, 12 h.p. and up.

Remember three superior points of merit:

Efficiency Reliability Durability

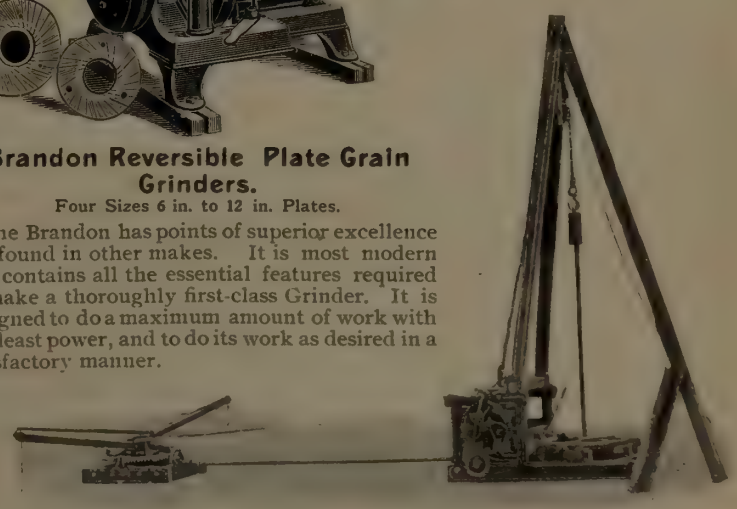
These mean profit to the purchaser and success to the makers.

When you buy a Brandon you get the best Engine on the market with the makers' guarantee and we are responsible, and on the spot to back it up. Why run chances on a foreign make? You know where the Brandon is made. Do you know where the others are?

Brandon Reversible Plate Grain Grinders.

Four Sizes 6 in. to 12 in. Plates.

The Brandon has points of superior excellence not found in other makes. It is most modern and contains all the essential features required to make a thoroughly first-class Grinder. It is designed to do a maximum amount of work with the least power, and to do its work as desired in a satisfactory manner.



WELL BORING MACHINERY—An up-to-date line that will interest you

Our No. 1 Machine is one of the most complete and automatic on the market. Our No. 2 Machine is one of the cheapest complete and successful operating machines made.

Some of the other Lines we Manufacture and Handle:

Sawing Machines, Fanning Mills, Trip Hammers, Pile Drivers, Emery Wheel Stands, Iron and Wood Split Pulleys, Shaftings, Hangers and Couplings, Steel Blowers and Forges, General Machinery Supplies.

Write for Catalogues, trade discounts and full particulars.

The Brandon Machine Works Co., Limited

BRANDON, MANITOBA.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
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WINNIPEG, MAN., SEPTEMBER, 1906

Get in Your Old Accounts.

Another September registers the arrival of collection time. Already many farmers of the West have begun to dispose of their grain, and their returns are coming in. From now until the crop of 1906 is largely marketed the important matter of collections will loom large in the minds of the implement and vehicle dealers of this territory. Every indication presages a banner season in this connection and, in the best interests of the entire trade, "'Tis a consummation devoutly to be wished."

In taking up the matter of accounts, the efforts of the dealers should this year be concentrated in an endeavor to wipe out all the old debts that have been standing for years. Favored with so many seasons of uninterrupted success, there is no real reason why our farmers should not settle the bills that they contracted so long ago. These, in our opinion, are debts that should take priority over every other debt, be it binder twine or anything else. There never was a better time for their settlement than now. The farmer is on the crest of the wave of prosperity and should be in an excellent position to look after them.

Recently completed Warehouse and Offices of The Massey-Harris Co, Regina, Sask.

Wagon Prices Advanced.

Another advance has been made in wagon prices, and in the preparation of future price lists by the jobbers, the higher figures will govern. This announcement will be no surprise to the dealer in close touch with trade matters. Conditions have foreshadowed such a step for months, and in view of existing circumstances; such as increased cost of raw materials entering into wagon construction and the general increase in the cost of labor, higher prices for wagons appear to be fully warranted. In placing their orders with the different manufacturers for next season's goods, local jobbers have been compelled to contract at prices considerably above those of last season. In view of these facts, a general advance on the price of wagons by dealers is necessitated. In making this statement we do so for the purpose of advising our readers to govern themselves accordingly.

A Matter of Interest.

In this issue, under his own name, Mr. W. J. Black, Principal of Manitoba Agricultural College, which is to be opened this fall, has contributed to our columns a short article dealing with the line of work that is to be taken up in connection with farm machinery in the regular course at that institution. We desire to bring this as prominently as possible to the notice of the entire trade; manufacturers, jobbers and dealers alike. We believe that this is of exceeding interest to all, for, assuredly, it is on the farmers of the future that the success and development of our country depends.

The Right of the Municipality.

Recently a farmer was placed under arrest in Columbus, O., for driving a traction engine over the streets of that city. He had just purchased it from one of the thresher agencies established there and was taking it to his home. The event has caused considerable agitation among the thresher fraternity of Columbus, and it is altogether likely that the matter will be carried into court and a test case made of it, with a view to determining whether the streets may or may not be used for the purpose indicated.

As is very generally known, any municipality has the right to say what class of traffic shall be carried on along certain of its thoroughfares. If the individual above was traversing a thoroughfare proscribed by the authorities of Columbus, while at the same time a parallel highway was at his convenience, then, of course, he must submit to the law. If, on the other hand, however, the City Council have forbidden the passage of all streets by traction engines and the engineer wanted to get from one point to another and had to cross the city to do so, then the law leads us to understand that so long as the streets of the city are protected from damage, the engine may go wheresoever it is necessary in order to get from point to point.

The darkest day in any man's earthly career is that wherein he first fancies that there is some easier way of gaining a dollar than by squarely earning it—he has lost the clew to his way through this mortal labyrinth, and must henceforth wander as chance may dictate.—Horace Greeley.

Let the Dealers Also Come.

In a recent issue of Farm Implement News, there appeared a number of letters from dealers south of the International Boundary, citing the most prevalent and injurious trade evils in their respective districts, and suggesting remedies for the improvement of these conditions. In going over these we found the following under the heading: "Farmers Moving to Canada:"

"It is hard to determine just what stands in the way of the implement dealers' success in this section. There has been considerable emigration to Canada, and most of the farmers who moved away have had auction sales and sold off their machinery. Others are unsettled as to what they will do and will not buy until they determine what is best. The catalogue houses cause some trouble, as they quote what appear to be low prices and unsettle the market. It is hard to say just what can be done to overcome these difficulties. We make a point on good goods. We talk quality and not price. A dealer must hustle to keep up his trade.

C. D. Marshall & Co.
Sauk Center, Minn."

We understand that the emigration has been particularly lively in some portions of Minnesota. We tender our sympathies to the writers of the above letter, and assure them that there is just as much room in Canada for progressive, hustling dealers, as for energetic, pushing farmers. Let them all come.

A politician weakly and amiably in the right, is no match for a politician tenaciously and pugnaciously in the wrong.—

E. P. Whipple.

Personals.

Lee & Plester is the title of a new implement firm at Marshall, Sask.

Mr. E. Clark, implement dealer at Vegreville, Alta., was recently succeeded by the Vegreville Implement Co.

Mr. Wm. Johnston, manager of Wm. Johnston & Co., is at present on a business trip to the South and East.

Mr. Thomas Wadge, of the Dow Wadge Implement Co., recently returned from a business trip to Minneapolis.

Mr. T. W. Thompson recently commenced in the agricultural implement and vehicle business at Ranfurly, Alta.

Mr. M. McNeil, who has a general store and agricultural implement business at Lavoy, Alta., is offering the same for sale.

Mr. P. Logan is one of the latest additions to the ranks of the implement fraternity. He recently opened up business at Chipman, Alta.

Mr. A. E. Mott, manager of the Cockshutt Plow Co., recently returned to the city from a business trip East. A few days after arrival he journeyed to Regina in his firm's interests.

Mr. J. J. Bugee, manager of the Canadian Moline Plow Co., of this city, recently returned from a trip to the South and East. During his absence he took in the Toronto Exhibition.

Mr. A. C. McRae, who handles the products of the Mount Forest Carriage Co., of Mount Forest, Ont., recently visited their large factory. He also made it a point to take in the big exhibition at Toronto.

Mr. J. C. Van Doren, chief accountant of the Moline Plow Co., Moline, Ill., visited the city for a couple of days during the early part of the month. While here he was the guest of the Canadian Moline Plow Co.

Mr. August Kremer, who has been doing an implement and blacksmith business at Innisfail, Alta., recently sold out the latter to Messrs. Wood & Schram, of that place, and in the future will give his entire attention to the implement end.

Mr. Joseph D. Balfour, manager of the Balfour Implement Co., is at present on a visit to the South and East in connection with contracts for the coming season's business. While away he will visit Louisville, Ky., Chicago, Ill., Toronto, and Montreal.

Office and Warehouse of The Fairchild Co., Regina, Sask.

Mr. J. B. McCutcheon, who was for some time manager of the Nichols & Shephard Co., of this city, recently acquired possession of the implement and vehicle business of C. H. Anderson, at Abernethy, Sask. We wish Mr. McCutcheon every success in his new sphere.

Mr. Geo. H. Horning, a local implement dealer of Ancaster, Ont., accompanied by his wife and son, recently visited Winnipeg for a couple of days on his return from a trip to the Pacific Coast. While in town he called on Mr. C. H. Whittaker, manager of the Massey Harris Co., and Mr. J. M. Reid, manager of the Ontario Wind Engine & Pump Co.

Mr. John D. Patterson, of Woodstock, Ont., who is considerably interested in the manufacture of several lines of agricultural implements in the East, was recently in Winnipeg for a few days, returning to his home after spending the summer in the mountains. While here he called on Mr. C. H. Whittaker, manager of the Massey Harris Co.

Mr. J. R. Street, sales manager of the Parlin & Orendroff Co., of Canton, Ill., was in the city for several days last month visiting Wm. Johnston & Co., who represent the P. & O. people in Western Canada. This is Mr. Street's first visit to the 'Peg in seven years and the immense strides that the city has made was a source of much pleasure to him. He was greatly impressed with prevalent conditions, and left for home September 1st with a fuller realization than ever of the vast opportunities and possibilities that await the aggressive and enterprising manufacturer of all kinds of farm implements and vehicles who invade the West, looking for a market. While here he was the guest of Mr. Wm. Johnston.

Mr. D. J. McIntyre, who for the past five years was in the employ of the Raymond Mfg. Co., of Guelph, Ont., and Winnipeg, has severed his connection with that concern and joined the road staff of the Ontario Wind Engine & Pump Co., of this city. He will make Empire cream separators his specialty, handling, in addition, all other lines of the company. Mr. McIntyre bears the reputation of a most successful salesman, and we wish him every success in his new field.

The Ontario Wind Engine & Pump Co are getting out some excellent literature in connection with their "Little Giant" village fire engine. The illustrations in connection with the leaflet are exceedingly good, conveying a clear and accurate impression of the machine to the mind of the reader. The company will send a copy of this matter and full particulars regarding the engine to any dealer upon application.

Mr. E. S. Cooper, of the Cooper Gasoline Engine Co., recently returned to the city from Markinch, Sask., where he completed arrangements with Horn Bros. for the installation of a 60 h.p. "Weber" double cylinder gas engine and suction gas producer plant. This will be employed to operate their mill and elevator now being erected at that point.

A new company was recently incorporated at Toronto, Ont., under the name of the Canadian Steel Post & Fence Co. They are beginning with a capital of $50,000 and will engage in manufacturing steel posts, gates, fencing, etc. The following are the incorporators: W. Galbraith, A. A. Lawrie and W. W. Munns, of Toronto.

Mr. E. J. Gifford, formerly in the employ of the J. I. Case Threshing Machine Co., recently resigned to accept a position with the Sawyer & Massey Co. Mr. Gifford has had a lengthy experience in the threshing machine bnsiness, being in the employ of the Case people in their Ohio territory for many seasons before coming into Western Canada in their interests five years ago. Since joining the staff of the Sawyer & Massey Co., he has gone West for the purpose of re-organizing their agencies in Alberta and the Western portion of Saskatchewan, and also to give his special attention to their collection from those territories. While we have not the pleasure of Mr. Gifford's acquaintance we join with many other members of the trade in wishing him every success a hustler deserves.

The Dominion Carriage Co. is the name of a concern recently incorporated under the laws of On-

tario, and whose headquarters will be in Toronto. It is capitalized at $250,000, and will be engaged in the manufacture of carriages, buggies, cutters, sleighs, wagons, etc. The provincial directors are Mr. C. E. Nash, Flint, Mich., Mr. A. G. Howse, London, Ont., and Mr. H. Horsman, of Toronto, Ont., and others. The two former gentlemen will undoubtedly be recognized by the implement dealers of the West through their connection with the Durant-Dort Carriage Co., of Flint, Mich., and Sarnia, Ont., whose products are handled in this territory by the Canadian Moline Plow Co.

Thresher Fires Cause Serious Loss.

A large number of fires are already being reported in connection with threshing operations. In many cases these conflagrations have been of the most disastrous nature, resulting in heavy loss of machinery, vehicles, grain and horses. From the different despatches it would appear that few of the losers took the precaution to insure their outfits or stock. The following is a synopsis of these accidents:

Carnduff, Sask., September 5th Carnduff-Plews Threshing Syndicate lost a separator by fire on the farm of John Plews, five miles south of that town. Blaze started from spark igniting load of sheaves. The wagon and load were also destroped as well as fifty or sixty stooks. No insurance was carried.

Carlyle, Sask., September 6th. A spark from the engine begun a blaze in a load of sheaves that resulted in the total destruction of a new separator owned by N. D. Clark & Sons, as well as the wagon and load, and about fifteen acres of wheat in stook. The owners immediately wired for another separator. No insurance.

Lumsden, Sask., September 7th. Prairie fires have wrought great damage in this vicinity. Most of these have been started by sparks from thresher engines. Farmers Kittson and Johnstone Bros., north of here, lost their entire crop of 200 acres, together with their barns, implements, and ten head of mules. Another farmer lost everything he had, while another lost his ten head of horses.

MacGregor, Man., Sept. 7th. While a threshing outfit belonging to Oliver J. Wright, was at work on the farm of W. Jeffries, about ten miles south of town, a spark from the engine ignited a load of sheaves on a wagon belonging to H. McEachern. The horses became unmanageable from fright and ran directly to the granary, where they cramped the wagon and could get no further. Before help arrived, the load was consumed and the horses dead. During this period the loose, dry straw around the separator caught fire and before it could be controlled destroyed the machine. After great effort the granary was saved. McEachern had his team and wagon partly insured, while Wright had a small amount on his separator.

Souris, Man., September 9th. While at work on a farm near town a threshing outfit belonging to Perdue Bros. & Isaac, was burned. The fire started by sparks from the ash pan, causing a blaze in the stubble. The grain by the separator was soon in flames and, despite every effort to remove the thresher, it was completely destroyed. There was no insurance carried.

Carlyle, Sask., Sept. 10. While W. J. Bell's threshing outfit was engaged in threshing on his farm eight miles south of town to-day the straw became ignited on the inside of the separator, supposedly from the boxing of the cylinder getting heated. The machine was destroyed and the flames spread to a stack of barley, which was also destroyed. Mr. Bell telegraphed for a new machine.

An Invite to Surr Willum.

The high speed records on the main line of the C. P. R., some little time ago, have been the cause of much comment. One of the best things we have run across in connection with this subject is the following letter from a resident on the Pembina branch of the C. P. R., which appeared in the correspondence columns of the Free Press. As we are of the opinion that our readers will appreciate it, we give it in full:

"To the Editor:

Sir,—Me an' the byes wurr spakin last avenin about Mistur Vanhoran's foine ride be Say. P. R. rale. Sivinty moiles in sixty minnuts by his diammimjuled crownmater wid the otheir sporty byes checkin the speed on thayre wallyable toime-paces. And thay say it wudn't shpill water, it was so stiddy. Tim Gilhuly sujisted we shud invoite him to have a roide on the Pembina branch uv his own rode, be way of varryation. The passengur thranes on this branch runs twinty moiles an' our whin thayre goin' fast an twinty-foive moiles when thayre doin' thayre best. Yu cudn't carry aigs in a baskit on thim thranes less yu pact thim in bran on account av the twists in the rales makin' the thranes wabble. Conductor Finnurty tills me the snakes bends the rales crawlin' under thim an' pressing thim up. He sez thay wurr 65 pound rales in 1881 when put down nu, an' 52 pound rales in 1890, whin taken aff the mane line an' putt on the manest line on the Say. P. R. He sez thayre now 39 pound rales, 25 pounds av irun an 14 pounds av rust an' not wan rale in sivin will stan liftin be the big ind.

Accordin' to Mistur Gilhuly's sujistshun, I rit a lettur to Sur Willum, but nivir a sowle here knoes his addriss in Cuby so I hav' it yit. I am sindin yu this note av invitation, askin yu to putt it in the Press an Sir Willum will rade it thare, I am shure.

Cum along Sur Willum an' bring Sur Thomass Shonissy an' the othur millioniar byes with yu an' welcum an' hav a luk at yure handiwurruk an' ride on yure own rode, its the rale thing. Thay till me its the best paying bit of rode yu hav, an' I belave it, fur barrin the bit av repares to the ould ingoines off the mane line, an' the slite raymunerashun to the min that run it, its all proffut. Cum along Sur Willum, yule be welcum but take yure time, fur if yu thry 70 moiles an our or 60 or 50 or 40 yule be a victum av misplased confidince in yure own rode. An' how cud the good Lorrd run the rale rodes wid out yu an' Shonissy. R.S.V.P.,

PAT McCARTHY.

Morden, Man., Aug. 7."

CONVENIENCE, CAPACITY and DURABILITY,

as combined in **Dain's Pull Power Hay Press,** produces the Ideal Hay Press, the Press every dealer should be in a position to supply. Built on the Pull Power Plan it has advantages that aid in making sales. No pitman for the team to step over, may be set at the center of a rick or between stacks, requires one less man on the rick, large feed opening, perfect tucker, bales quickly and easily tied, delivers bales out of dirt and chaff light draft, quickly and easily telescoped for transportation.

THE GREAT DAIN LINE

Advantages that appeal to the prospective purchaser, the opportunity should be quickly grasped of adding to your line so meritorious an article.

WRITE AT ONCE FOR SPECIAL CATALOGUE AND PRICES.

Dain Mfg. Co., Preston, Ont. and Ottumwa, Iowa.

General Agents for Western Canada.

The Fairchild Co., Ltd. Winnipeg, Regina, Calgary.

Look Out for Possible Customers

To reach the right man at the proper time in the most effective manner is the earnest endeavor of every progressive dealer. This i compulsory if he expects to achieve the fullest success from his business. A most important point in connection with the development of any dealer's business to its fullest extent is that of keeping in close touch with the possible purchasers of implements in his territory.

The necessity for this cannot be too strongly impressed upon the dealer in a small town or the country. It is by the use of their advertising and follow-up systems that the catalogue house has built up its business and the same methods will be found to pay the small dealer.

When a farmer drops into a warehouse to inspect a wagon, buggy or plow, the fact that he does not then instantly decide and purchase is no evidence that he is not in the market and ready to buy. Such action on his part should not deter or dissuade the dealer from going after him and keeping at it. A memo of his visit should be taken and within a limited time the dealer should drop him a short personal letter. or, better still, go out to the farm and see him. Talk it over and the chances are that another order will have been secured. By keeping energetically and systematically after all possible business openings, the dealer will ultimately secure a vast amount of trade, the chances are he would otherwise miss.

Every dealer should have a mailing list and use follow-up letters consistently and regularly. By keeping a card index he can easily keep himself informed as to the implements that all the users have in his territory. It may seem a little difficult to compile such an index but it is something that will eventually prove of inestimable value to the hustling dealer. By having such a system he becomes cognizant of what make of goods a certain farmer is using, what he paid for them, and a little judicious talk at some time or other may result in the dealer's learning how the farmer is satisfied. It is well to have frequent talks with all prospective purchasers. Oftentimes the farmer will buy on the suggestion of the dealer. It is well known that farmers are prone to continue using the same old implement or vehicle after it has fallen into a state of repair and a new one is a necessity. Again, it is not wise for the dealer, who has his own best interests at heart, to try and load the farmer up with goods that he does not require. No dealer building for the future will attempt this.

Every now and then it will be profitable to get out some particularly catchy and attractive circulars. They will, if practically and nicely got up, draw probable customers to the store, and once a prospective buyer gets that far it is incumbent on the dealer to make the most of his opportunity.

Again, we advise all dealers to use their local paper to advertise in. Keep at it, and always pay attention to the seasonable lines. Don't try to cram a catalogue into your limited paper space, nor attempt to describe too much of your stock in a brief circular. By embracing ideas along the foregoing lines the dealer will secure much information that will be of invaluable assistance to him in securing and holding the trade in his territory.

Are You?

In this day of advancement and progress, Mr. Dealer, are you keeping up with the procession? Are you keeping in the van and not lagging to the rear? Are you forcing business instead of letting business force you? Are you keeping up the pace and adding new lines as the limits of the dealers' field is extended? Are you handling cream separators, gasoline engines, truck scales, manure spreaders, barn door hangers, harrow carts, incubators, churns, lawn mowers, lawn swings, ladders, feeding troughs, cattle stanchions, wood saws and other innumerable farm requisites, or are you only a dealer in tillage, seeding and harvesting machines? If you are devoting your attention exclusively to these latter lines you are not getting all out of the business there is in it. Somebody is selling these additional different lines in your neighborhood and somebody is making a goodly profit that you might have. These lines are the legitimate stocks of every progressive and hustling dealer, and you will find it to your own interests, at least, to look into the handling of some of them.

Fairchild Cutters

Are Trade Getters

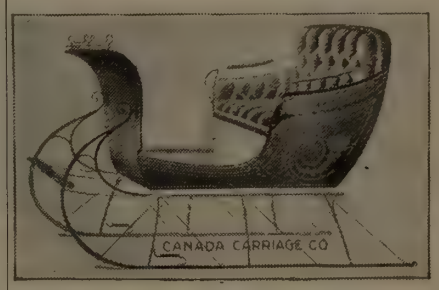
Are you catering to this trade? If not better write us now for our latest catalogue showing designs.

WE ILLUSTRATE HEREON 4 ONLY of the

35 STYLES

WE CARRY IN STOCK

PRICES ARE MODERATE



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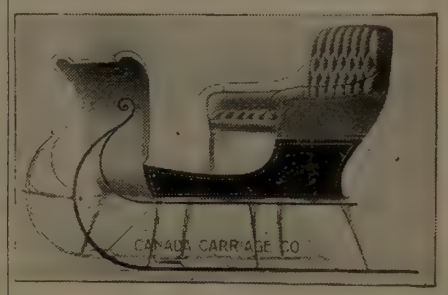

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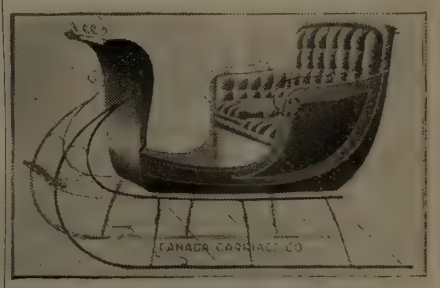

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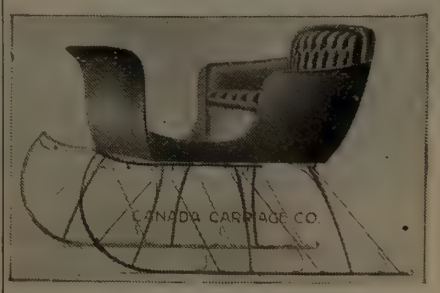


No. 228

THE Fairchild Co. LIMITED.

WINNIPEG, REGINA, CALGARY

Indiana Mfg. Co. vs. J. I. Case T. M. Co.

Claiming a violation of the Sherman anti-trust law, Judge Seaman, of the United States District Court at Milwaukee, Wis., recently dismissed the action against the J. I. Case Threshing Machine Co., of Racine, Wis., by the Indiana Mfg. Co., of Indianapolis, Ind. This suit was brought by the latter firm to recover royalties, according to an agreement between the two companies, in connection with the manufacture and sale of windstackers. The case has been in the courts for a considerable time and it is believed that the decision rendered will have an important bearing upon the question of monopolies in restraint of trade.

Controlling the windstacker trade, the Indiana Mfg. Co., who are not engaged in manufacturing, exacts a royalty on every stacker from every concern making such machines. They hold some two hundred odd patents covering and affecting stackers. In 1895 the Case Co. begun to manufacture stackers, doing so in accordance with an agreement made with the Indiana people, paying a royalty on every machine turned out. In 1902 they refused to stand by the agreement having started to make a stacker of their own patent, which they claimed was no infringement on the patents of the Indiana Mfg. Co. The latter then brought action to enforce their contract and prevent the Case Co. from making a stacker. Pending a decision, both parties agreed that all the royalties accruing from the Case Co. stacker be paid into Court. This was done, and these now amount to $175,000 or more.

In defending the action, the following claims were advanced by the J. I. Case T. M. Co.: First, that their machine was no infringement on any patents held by the Indiana Mfg. Co.; secondly, that the plaintiff had violated the contract by giving other competing manufacturers better terms; and, thirdly, it argued that the Indiana Mfg. Co. was a monopoly under the Sherman anti-trust law, and in direct violation of the common law because a combination in restraint of trade and against public policy.

The following is the essence of the decision rendered:

"The complainant was, therefore the promotor of a two-fold combination of numerous patent properties and of all manufacturers of threshing machines, whereby great interests were affected—unquestionably within the language (if not the scope) of the anti-trust act, as 'in restraint of trade or commerce among the several states, or with foreign nations,' 'or to monopolize any part of the trade' thereof * * *

"These propositions impress me as clearly established by the evidence: That monopoly in the general so-called 'wind stacker' products was both intended and accomplished, without reference either to any specific invention or the validity of any patent, and not referable alone to any patent or group of patents; that the several patents purporting to cover that field, which were purchased by the complainant, were potent, if not essential, means to the end thus sought. And the other patents which were acquired from time to time were at least helpful; that concurrence of the manufacturers, in unity of action, to prevent competition in 'wind stackers' of any form, was alike potent and plainly essential to carry out the plan, and that the agreement fixing the selling price for any form of product was solely for the benefit of the manufacturers—the basis of their concurrence—and in no sense attributable to either patent in the list nor to specific inventions in either of the patented devices. * * *

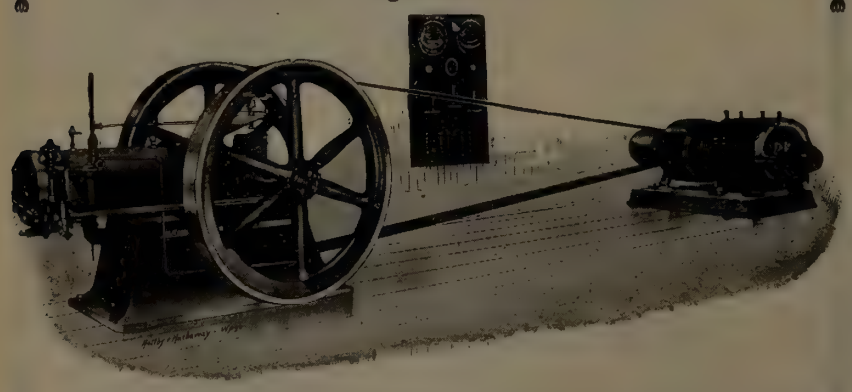
"It is unmistakably a combination of manufacturers to restrain competition in the make and sale of their products, with merger of the patents in one ownership as a means employed for that purpose, and thus not entitled to the beneficent rule of the patent law which intends protection only of monopoly of the use of a specific invention—not to foster combinations of patentees and manufacturers for general monopoly.. * *

"While purchase alone of the outstanding patents, interfering or noninterfering by the complainant, might be within its rights, the combination which was entered into with that as one of its means, has, I believe, violated the law.

"With the contracts thus viewed neither is enforcible in equity, and the bill must be dismissed."

The case will be appealed.

OHIO GASOLINE
Electric Light Plants
Increase your illumination 200 per cent and decrease your present lighting account 50 per cent by purchasing an Ohio Electric Light Plant.



Ohio Special Gasoline Electric Engine. Ohio Automatic Dynamo Patent
Standard Outfits in Stock from 16 to 200 16-c.p. Light Capacity, with or without Storage Battery.
SUITABLE FOR HOTELS, STORES, CLUBS, TOWNS, &c.
Write for Price List and Testimonials from numerous customers.
BURRIDGE-COOPER CO., Ltd.
152 HENRY AVENUE, WINNIPEG

Another New One.

It is the intention of the International Harvester Co. to erect a large steel, brick and stone building in Milwaukee, Wis., for testing purposes. This will cost in the neighborhood of $20,000.

Another Implement Warehouse for Winnipeg.

Believing that the increasing prosperity and settlement of the West demands it, the Frost & Wood Co., of this city, have let the contract for a four storey building, of mill construction, on the corner of Princess Street and Pacific Avenue. It will have a frontage of 78 feet on the former thoroughfare and 113 feet on the latter; backing to a spur track and thus assuring the company first-class railway facilities.

The structure will be built of red brick and Tyndal limestone, the supports throughout being of reinforced concrete. A showroom, 78 x 80 feet will occupy the first floor, admittance to which will be had through the main entrance on Princess Street. Excellent lighting is provided for as the entire front of this flat is to be of plate glass. To the rear of the showroom provision has been made for a shipping room. This will have an entrance from Pacific Avenue. A spacious platform in connection will give the shippers every accommodation in loading.

On the second floor the private and general offices of the company, as well as office supply storing rooms, lavatories, etc., will be situated. The other floors will be utilized for storage purposes. Every precaution will be taken to eliminate danger from fire. The staircase and elevator will be placed in brick wells and all exposed windows fitted with wire glass and fireproof sashing. Throughout it will be a building of the most modern style, having all the very latest improvements and conveniences. Mr. J. E. Ruby, manager of the company, informed us that it was his expectation that this structure would be ready for occupancy shortly after the first of the year.

Will Meet in Chicago.

The National Association of Agricultural Implement and Vehicle Manufacturers of the United States will hold their annual gathering in Chicago, Ill., from October 9th to 11th. The Auditorium Hotel will be convention headquarters, and Secretary Sanford is looking forward to the largest and most successful meeting in the history of the association.

"Just as good as the MOLINE" is the argument used by other wagon manufacturers in soliciting trade.

Then why not buy the Moline and be absolutely sure you are getting the best?

It is the leading American wagon in Canada.

General Agents:

THE FAIRCHILD COMPANY, Limited

Winnipeg, Regina, Calgary

Water on the farm is a necessity. As windmill power is the cheapest now in use and requiring so little attention explains why a good windmill meets with favor everywhere. Absolute reliability can be placed in

Star Wind Mills

for efficient and perfect work. They develop an abundance of power. Being equipped with ball-bearings they respond quickly to light winds. Perfectly self-governing and durable. No trouble to sell them when once introduced. Our booklets tell all about the many good features.

For grinding feed, shelling corn, sawing wood and running various machines the "STAR" Power Wind Mill is perfection. It is a great labor-saving outfit. Star Steel Windmills are built in all sizes and thoroughly galvanized.

"STAR" PUMPING WINDMILLS

"STAR" POWER WINDMILL GRINDING FEED FOR STOCK

"HOOSIER" AND "FAST MAIL" PUMPS

for hand and windmill use are built in many designs and sizes for various uses. We build them especially suited for the trade in Western Canada.

GALVANIZED STEEL TANKS.

are well made and the galvanizing protects them from rust, giving them great durability.

Dealers make money handling the "STAR" Windmill and Pump Line. Write for particulars and prices.

FLINT & WALLING MFG. COMPANY,

Dept. 12, KENDALLVILLE, IND., U.S.A.,

BRANDON PUMP AND WINDMILL WORKS, BRANDON, MAN.

Box 410. Agents for Western Canada. Box 410.

The Wilkinson Plough Co., Limited

TORONTO, CANADA.

"Wilkinson" Wagons have earned the reputation of being the lightest running wagons in Canada. Manufactured from Butt cut timber of the highest quality, air-dried under cover in our own yards from three to five years, split spokes, genuine black birch hubs, scientifically treated and bone dry.

Let us show you our new Plow Proposition for 1907.

A full line of Plows (walking and riding), Drag and Disc Harrows, Etc., Etc.

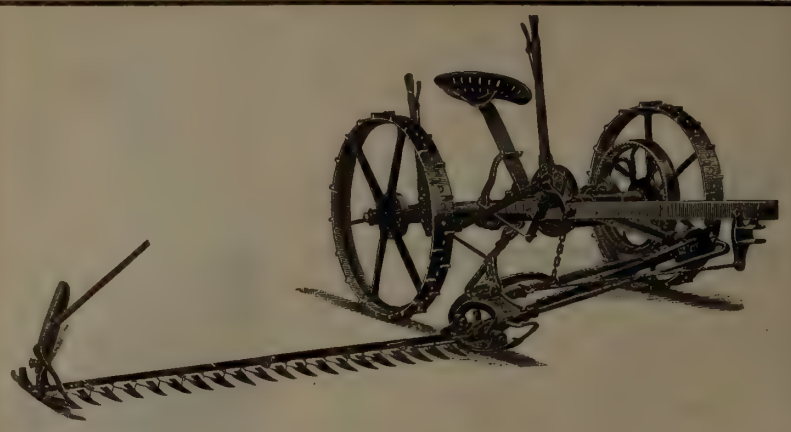
Great Western Endless Apron Manure Spreaders.

WHEEL AND DRAG SCRAPERS

Write Our Sole Representatives:

The Stewart, Nelson Company, Limited.

WINNIPEG.



BINDERS MOWERS RAKES
DRILLS CULTIVATORS
PLOWS

When talking to a farmer about farm machinery it is an easy thing to convince him that Frost and Wood Farm Implements will meet his requirements and give him the best of satisfaction. He knows our line by reputation if not by actual experience.

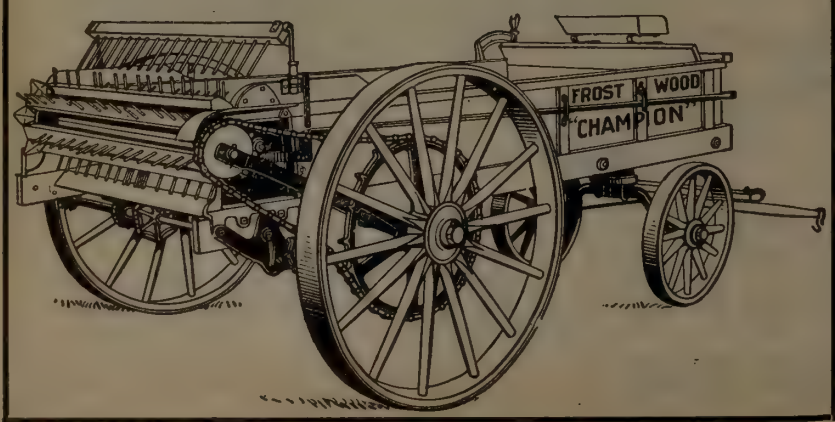
We are progressing very favorably with our new plant; when it is completed we will be in a position to turn out just about double the amount of material that we had capacity for previous to our fire. This will put us in an excellent position to handle all orders expeditiously and to the entire satisfaction of our customers.

Write to our Winnipeg Branch for prices and information

THE Frost & Wood Company LIMITED

WINNIPEG BRANDON REGINA CALGARY

HARROWS
SCUFFLERS RIDING PLOWS
MANURE SPREADERS WAGONS
AND FARM SLEIGHS



Australia Raises Duty on Agricultural Implements.

Mr. D. H. Ross, Canadian Commercial Agent at Melbourne, Australia recently cabled the Department of Trade and Commerce, from London, Eng., that the Australian Government had increased the duties on agricultural implements to 15 per cent. and 25 per cent. Heretofore, some classes of implements have been admitted into Australia free of duty while others have been entered at 12½ per cent. Possibly the former non-dutiable machines will in future be subject to 15 per cent. duty and the others to 25 per cent. On machinery on which duty is to be paid 10 per cent. will be added to the invoice value of the goods before the duty is paid. The exports of agricultural implements from Canada to Australia last year amounted to something over $700,000.

A Joint Office

The Provinces of Alberta and Saskatchewan have decided to operate a joint brand office, and for that purpose have moved the present office from Regina to Medicine Hat. All correspondence with regard to brands should now be addressed to "The Recorder of Brands, Medicine Hat." In the past, applicants for cattle brands were not allowed a choice, but at the recent session of the Legislature provision was made that by the payment of an extra fee of 50c an applicant can have a choice. This will be received as a boon by especially the new comers from the United States who already have their cattle branded and wish to retain their old brand.

Hold Annual Meeting.

At the annual meeting of the Aspinwall Mfg. Co., held at the company's offices, Jackson, Mich., recently, the yearly statement submitted showed this concern to be in an excellent financial position. It is their intention to introduce a new potato planter for the coming season, and from the reports presented, there is every indication of bright prospects for the future. The following officials were elected: President, L. A. Aspinwall; Vice-president, L. A. Dunham; Treasurer and Manager, C. G. Rowley; Secretary, Geo. N. Whitney, and Superintendent, W. J. Brown. The products of this firm are handled in Western Canada by the Cockshutt Plow Co.

He was Converted.

Dealer wasn't
Very wise;
Swore he wouldn't
Advertise.
Tried his system
For a year,
Earned a hundred
$$$ clear.
Then the dealer
Got so mad,
Put the hundred
In an "ad."
Ad brought so much
Custom in
That the dealer
Had to grin.
Since then daily
Loud he cries:
"Gee, it pays to
Advertise!"

A Big Grain Show for 1907.

It has been decided by the Winnipeg Industrial Exhibition Association to again offer at the fair of 1907, the large prizes that were offered this year for oats, barley, and especially the $500 prize for wheat. This should be the means of inducing the grain growers of the West to make every preparation to take part in this competition and should result in one of the largest exhibits of grain ever held in Canada, if not on the continent. Implement dealers should do all they possibly can to encourage the farmers to take part in this contest. The exhibition authorities are announcing their decision in good time, thereby allowing the agriculturist every opportunity to make the most careful selection of the various cereals he wishes to enter.

Paris Plow Co.

Our sanctum was recently invaded by the neatest little publication in the catalogue line that has come to our desk in a considerable time. This attractive list was recently issued by the Paris Plow Co., and is a decided credit to those responsible for its style, as well as to the printers who did the work on it. It is got up expressly for the dealers in this territory and contains full and complete descriptions of the different lines of plows, harrows, grain grinders, feed cutters, etc., made by the company. In it we also found some information relative to the "Success" manure spreader, a line that many dealers are finding very profitable. We give the trade our word that this catalogue is worth securing and would thank every dealer to mention our paper when writing the company for a copy. We are informed that this list will be sent to all dealers making application.

THE JOHN DEERE PLOW

GETS THE BUSINESS

BECAUSE IT IS THE PLOW OF QUALITY

QUALITY in Material
QUALITY in Design
QUALITY in Workmanship
QUALITY in Finish
QUALITY in Field Work
QUALITY from start to finish

More Deere Plows sold in Canada than all other American Plows combined.

Now is the time to fall in line with us for 1907 AND GET THE BUSINESS.

DEERE & COMPANY, Moline, Ill.

THE FAIRCHILD Co., Limited,

GENERAL AGENTS

WINNIPEG REGINA CALGARY

SUPERIOR

"THE NAME TELLS A TRUE STORY."

There's nothing "experimental" about the Superior Drill. It always satisfies the farmer, because it does his work the way he wants it done. Look at its strength. Superior Drills have many exclusive SUPERIOR labor-saving features.

We also manufacture the famous Superior Double Disc and Shoe Drills.

SUPERIOR DRILLS are well named. The NAME tells a True Story.

SUPERIOR DISC HARROWS ON WHEELS give Agents a monopoly on the best Harrow proposition in the world. It is the only Harrow in the world that rides on its own wheels. Easy to manage as a road cart.

The Superior Northwest Single Disc "Closed Delivery" Zigzag Drill. The Drill that Plants for Profit.

WRITE FOR CATALOGUE AND SPECIAL AGENCY TERMS

AMERICAN SEEDING-MACHINE CO., Inc.

CANADIAN DIVISION, WINNIPEG, MANITOBA.

The Draft of Plows.

"(1). What is the approximate pull in pounds required to move an ordinary plow two and one-half miles per hour, when turning a furrow fourteen inches wide by seven inches deep in clay gravel soil, on level ground with an ordinary amount of stone? (2). How much would the resistance be increased on a 30 per cent grade?"

These two questions were recently submitted to "The Country Gentleman," and the following full and interesting notes were given by that publication in reply:

"1. There are so many factors which influence the draft of the plow that only a general answer can be given. The draft of a sod plow depends on the character of the sod, the shape of the plow, and the moisture condition of the soil at the time it is plowed, as well as the character of the soil and the dimensions of the furrow. In the following Table (No. 1) there are given the average draft of plows for soil in good moisture condition, of the medium clay type, in the condition of stubble, for different dimensions of furrows, and with the medium stubble shape of mould board. This table has been constructed from a careful consideration of all available draft trials of plows made in England and in this country.

"In this Table (No. 1) the figures represent the total draft in pounds which a team would have to exert steadily when drawing the plow forward through the soil, thus a 14-inch plow cutting a furrow 14 inches wide and seven inches deep will require an average pull of 438 pounds, and this pull, when the team is walking at the moderate rate of 2½ miles per hour, represents 2.92 h.p. In Table No. 2 there are given the number of h.p. required to cut each size of furrow (width being given in inches in first column) when the total draft is that given in the Table No. 1 and when the plow is drawn forward at the rate of 2½ miles per hour:—

"It may appear strange that it requires less than 500 pounds steady pull to cut a 14 x 7 inch furrow and that this work represents the work of nearly three h.p. The matter will be more evident when it is understood that it requires but about 150 pounds to pull a ton on an ordinary level road when on the wagon. The 438 pounds of pull will draw two tons on a wagon weighing 1,800 pounds over an ordinary level earth road.

"There is a very appreciably heavier draft on sod ground over that on stubble ground in the same condition of moisture. On a clover sod of the second year in a good condition of moisture and with the prairie breaking type of plow, the draft for a 14 x 7 inch furrow was 440 pounds, without the coulter. On the same sod a little later, when the soil had become too dry, the draft was 1,058 pounds. Using the stubble plow side by side with the breaking plow when the soil was in good moisture, the draft for the same furrow was 527 pounds, instead of 440. Here is seen the influence of the shape of the plow on the draft.

"2. In regard to plowing up a 30 per cent. grade, the grade itself in no way affects the draft of the plow; but the increase of work results from the team having to lift itself and the plow, together with the plowman, if a riding plow is used, at the rate of 30 feet in every 100 feet. So steep a grade as this does not occur in fields plowed with teams. On such a grade as this, the team would be required to lift 30 per cent. of their weight to simply move themselves up the hill. Up a hill rising 10 feet in 100, the team, in addition to drawing the plow, would have to exert a force equal to one-tenth of the dead weight of the team, plow and plowman, if a sulky plow. Suppose the sulky plow to weigh 475 pounds, the man 150 pounds, the three horses 3,600 pounds, or a total of 4,225 pounds. Ten per cent. of this weight becomes added work for the team when plowing up a ten per cent. grade, so that in plowing a 14 x 7 inch furrow up such a grade, the labor of the team becomes what is equivalent to a draft of 438 x 422.5—860.5 pounds. In other words, to plow up such a grade, with the conditions named, nearly doubles the amount of work required of the team."

Table No. 1.

Width inches,	Depth of furrows—inches. 4	5	6	7	8	9	10	11	12
9	.176	205	233	261	289	317	345	374	402
10	.203	235	266	296	329	360	392	423	451
11	.230	265	299	332	369	403	438	473	507
12	.257	295	332	367	408	446	484	522	560
13	.283	325	366	402	448	489	530	571	613
14	.310	355	399	438	488	532	577	621	665
15	.337	385	432	473	527	575	623	670	718
16	.364	415	465	509	567	618	669	720	771
17	.391	445	499	544	607	661	715	769	823
18	.417	475	532	579	647	704	761	819	876

Table No. 2.

	Depth of furrow—inches 4	5	6	7	8	9	10	11	12
9,	1.18	1.36	1.55	1.74	1.93	2.12	2.30	2.49	2.68
10,	1.35	1.56	1.78	1.96	2.19	2.40	2.61	2.82	3.03
11,	1.53	1.76	1.99	2.21	2.46	2.69	2.92	3.15	3.38
12,	1.71	1.96	2.22	2.45	2.72	2.97	3.23	3.48	3.73
13,	1.89	2.17	2.44	2.68	2.99	3.26	3.53	3 81	4.08
14,	2.07	2.36	2.66	2.92	3.25	3.55	3 84	4.14	4.43
15,	2.25	2.56	2.88	3.15	3.52	3.83	4.15	4 47	4.79
16,	2.42	2.76	3.10	3.39	3.78	4.12	4.46	4.80	5.14
17,	2.60	2.96	3.33	3.63	4.04	4.41	4.77	5.13	5.49
18,	2.78	3.16	3.55	3.86	4.31	4.69	5.08	5.46	5.84

THE PARIS PLOW CO.,

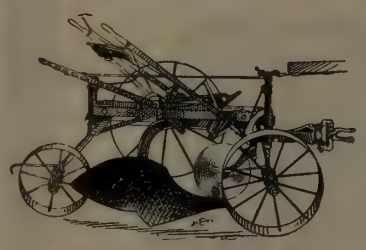
LIMITED,

MANUFACTURERS OF

PLOWS, HARROWS, FEED GRINDERS, Etc,

AND THE

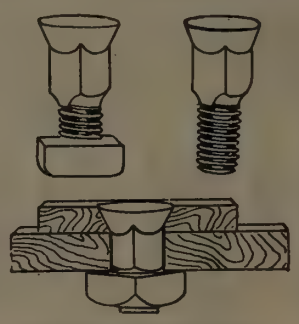
"SUCCESS" MANURE SPREADER.



OUR HIGH-LIFT SULKY

These different lines are being used by many of the best farmers of Western Canada and are giving the best of satisfaction. They have all the latest improvements, made of the best material obtainable and by skilled mechanics.

This gives you an article you can rely on and ore that we guarantee will please your customers. Our Manure Spreaders are in good demand, more sold this year than all other makes combined. Get in on the ground floor by securing the agency for the "SUCCESS." Our Plows are especially noted for their lightness of draft, cleaning qualities, strength, and simplicity of construction, and where a strictly High-grade **CANADIAN** Plow is required the **PARIS** can't be beat. Our contract for 1907 will prove a profitable investment for you. Write for full particulars and catalogue.



THE BOLTS WE USE.

THE PARIS PLOW CO., LIMITED,

WINNIPEG, MANITOBA.

Manitoba Game Laws.

We were recently the recipients of a circular letter from the Chief Game Guardian of the Province of Manitoba dealing with the open season for hunting the following game, which is as given herewith:

"Deer, from December 1st to 15th.

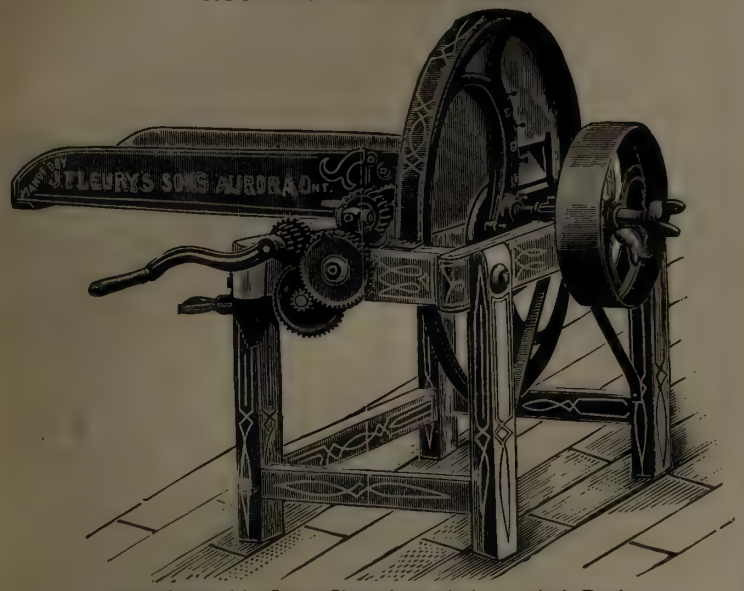
Grouse, prairie chicken or partridge, from October 1st to 31st.

Ducks, from September 1st to December 1st.

For animals, see Section (3), and for birds, see Sub-Section (A) and (C) of Section 7 of the "Game Protection Act." Furthermore, all non-residents must procure a license from the Department of Agriculture and Immigration, entitling them to hunt, take, kill shoot at, wound or destroy any animal or bird mentioned in the Manitoba "Game Protection Act," or any other bird or animal whether protected by this act or not. See Sections (23 and 24) of this act."

Fleury's Straw Cutters

NOTHING BETTER MADE.



Manufactured in Seven Sizes. from 8-inch to 14-inch Feed.

OUR "RAPID-EASY" GRAIN GRINDERS

EXCEL ALL OTHERS in quality and quantity of work with same power

Manufactured by

J. FLEURY'S SONS, AURORA, ONT.

General Agents for Western Canada

The Fairchild Co., Ltd., Winnipeg, Regina, Calgary.

Bell Farm Truck

The Bell Farm Truck, is made from thoroughly Seasoned Wood of the Highest Quality, and is fitted with Stagger Spoke Metal Wheels, with Patent Groove Tire, which protects the riveted end of spokes from wear. This combination makes a truck unequalled in durability.

NOTE.—We also make these Patent Wheels to fit any size Skien, to order. Send us size of arm, and we will ship promptly.

TWO OTHER TRADE GETTERS ARE:

Our Combination Knife and Disc Harrow

An entirely new departure in Harrows, and one that will interest every dealer in $ $ $ $

All Steel Frame Pulverizers With Roller designed to your order

Write for Catalogue

B. Bell & Son, Limited

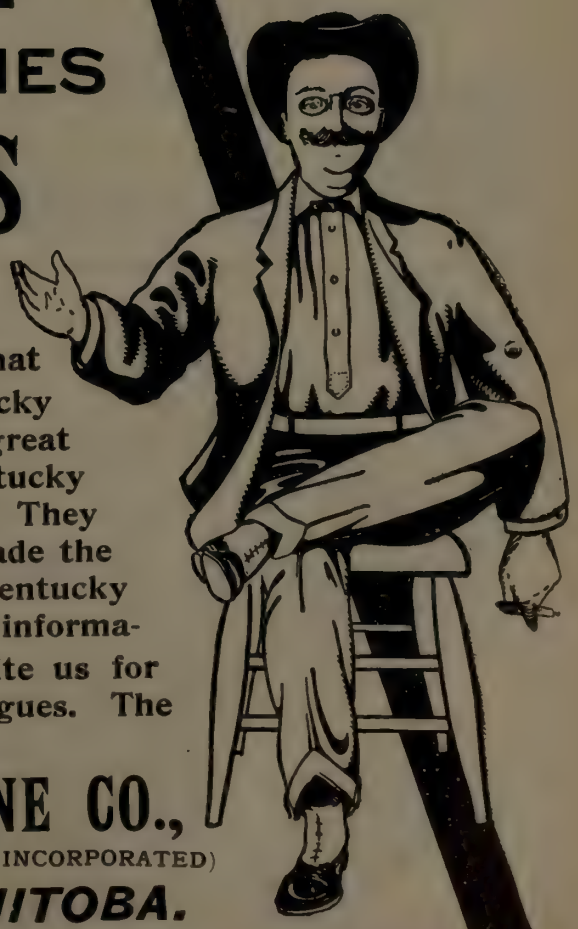
192 Furby St., Winnipeg. - Factory: St. George, Ont.,

"IT'S A CINCH—"

TO SELL GOOD MACHINES

KENTUCKY DRILLS

Are "Good as Wheat in the Mill."



They are GOOD, and they do the kind of work that makes good friends of particular farmers. Kentucky Drills are made especially for the farmers of the great North-West. Closed delivery, zig-zag Single Disc Kentucky Drills enable the farmer to get into his fields early. They have all the labor-saving devices that have made the Kentucky famous. We can't tell you all about Kentucky Drills in this space, but we can and will give you information that will prove profitable if you will write us for our special agency proposition and free catalogues. The time to act is NOW.

AMERICAN SEEDING-MACHINE CO.,

CANADIAN DIVISION, (INCORPORATED)

WINNIPEG, MANITOBA.

GREAT NORTHERN RAILWAY

Pleasure and Comfort On Your Trip

When you decide to use the "Winnipeg Limited," the train of ease, elegance and excellence, your trip will be one continual round of pleasure. Observation Compartment Buffet Cars.

The Winnipeg Limited

Leaves C. N. R. Depot 5-20 p.m. Daily.

For Full Information Write—

R. J. SMITH, D. F. & P. A., 447 MAIN STREET, WINNIPEG,

A. L. CRAIG, Passenger Traffic Manager,

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A postal card request will bring complete information.

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F. M. RUGG, Northwestern Passenger Agent C., B. & Q. Ry., Germania Life Buiding, St. Paul

NORTHERN PACIFIC — YELLOWSTONE PARK LINE

VERY LOW RATES

TO THE

Great Pacific Northwest

INCLUDING

WASHINGTON

The Fruit Orchard of America.

IRRIGATED LANDS

all along the lines of the

NORTHERN PACIFIC RAILWAY

OCEAN TICKETS. Full particulars from

H. SWINFORD, General Agent, Phone 1446. WINNIPEG **W. H. COLLUM,** Ticket Agent, 341 Main Street.

Two Good Contracts.

The Ontario Wind Engine & Pump Co., of this city, were recently advised of the acceptance of their tender for the 100,000 gallon steel water tank and 80 ft. steel tower, which the town of McLeod, Alta., will erect in connection with their new water works system at present being installed. The company have also been notified that they have been awarded the contract for the installation of a steel water tower and stand pipe, holding 500,000 gallons, by the city of Medicine Hat, Alta. The cost of the former outfit will total $9,315 and, the latter $12,900.

High Speed Records.

Several new speed records for Western lines were established by the Canadian Pacific Railway during the past month. The most important of these was a run of 399-210 miles, between Winnipeg and Moose Jaw, accomplished in eight hours exactly. The train making this record run was a special carrying Sir William Van Horne, William Whyte, and J. G. Bury, consiting of a baggage car and two private coaches, Manitoba and Saskatchewan. The stops on this run included water stops, a change of engines at Brandon and layovers for all passenger mains bound for the East. Speed averaging slightly over fifty miles per hour was maintained throughout this run. Two hours and a half was all the time required to cover the 133 1|10 miles between Winnipeg and Brandon. From Kirkella to Broadview, a distance of some 62 miles, an average speed of sixty miles an hour was maintained, and from Broadview to Moose Jaw, 134 6|10 miles, the trip was made in two hours and a half elapsed time. The laying of heavier steel and the improvement of the roadbed are the factors that have rendered this high rate of speed possible.

The Great Dain Line.

Several catalogues relative to the products of the Dain Mfg. Co., of Ottumwa, Iowa. who are represented in Western Canada by the Fairchild Co., were recently received by us. These different booklets dealing with the various lines of hay machinery built by this firm are well printed on a good quality of book paper. The cuts and information appended, are interesting and instructive, and will pay the dealer for careful perusal. These will be sent to any making application for copies. Mention Canadian Farm Implements and oblige us.

Economy is of itself a great revenue.—Cicero.

Comfort AND Safety

on the

North-Western Limited

Minneapolis-St. Paul To Chicago

The entire line Twin Cities to Chicago protected by the block signal system; the best device known for the safe handling of trains.

THE NORTH-WESTERN LINE

The best of everything.

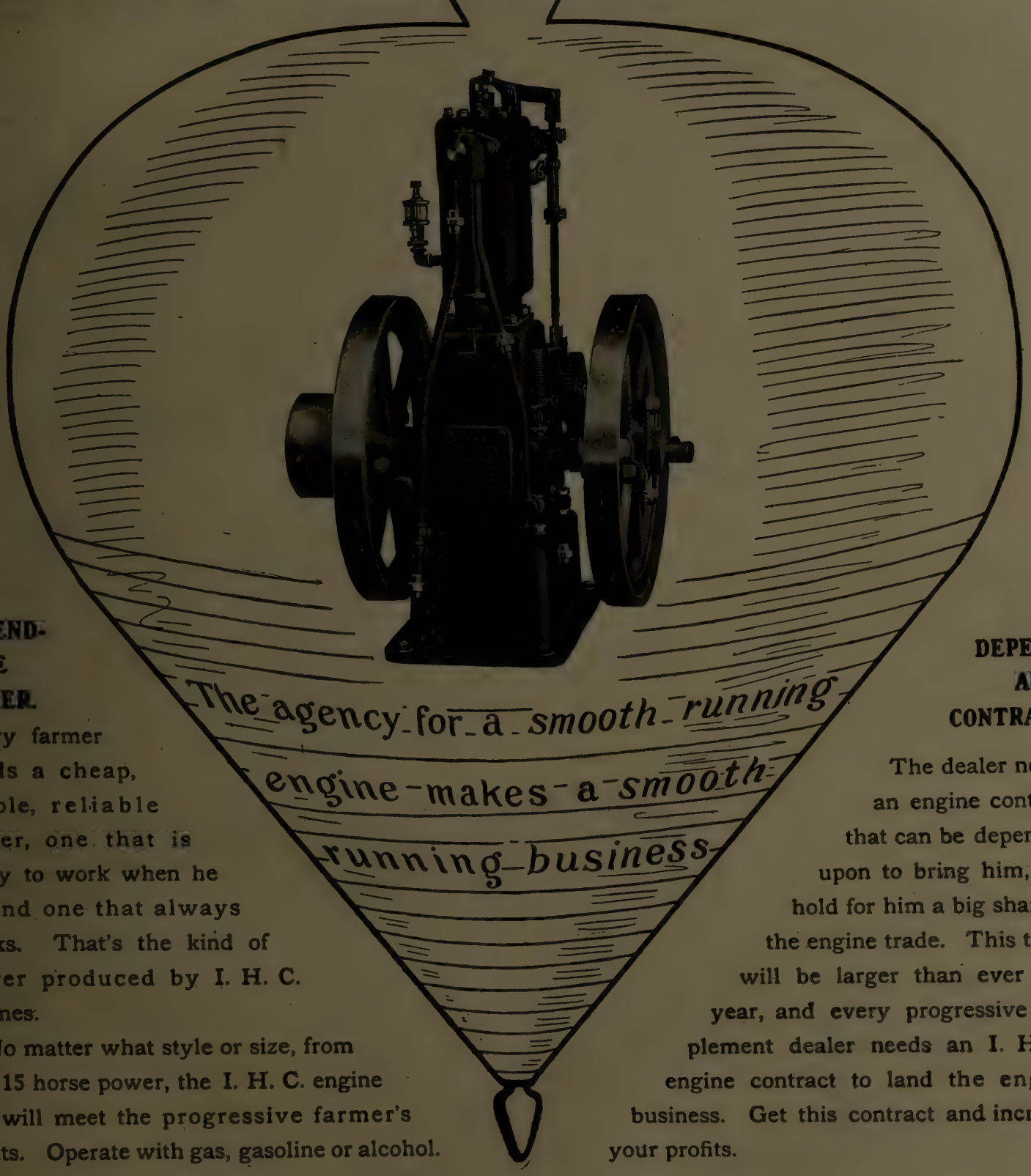
GEO. A. LEE

General Agent

215 McDermot Ave., **WINNIPEG**

THE I.H.C. ENGINE

RUNS LIKE A TOP



A DEPENDABLE POWER.

Every farmer needs a cheap, simple, reliable power, one that is ready to work when he is, and one that always works. That's the kind of power produced by I. H. C. engines.

No matter what style or size, from 2 to 15 horse power, the I. H. C. engine line will meet the progressive farmer's wants. Operate with gas, gasoline or alcohol.

A DEPENDABLE CONTRACT.

The dealer needs an engine contract that can be depended upon to bring him, and hold for him a big share of the engine trade. This trade will be larger than ever this year, and every progressive implement dealer needs an I. H. C. engine contract to land the engine business. Get this contract and increase your profits.

If interested in this engine trade see the blockman, or write the nearest agency for information relative to terms and territory.

CANADIAN GENERAL AGENCIES { CALGARY LONDON MONTREAL OTTAWA REGINA ST. JOHN, N. B. TORONTO WINNIPEG

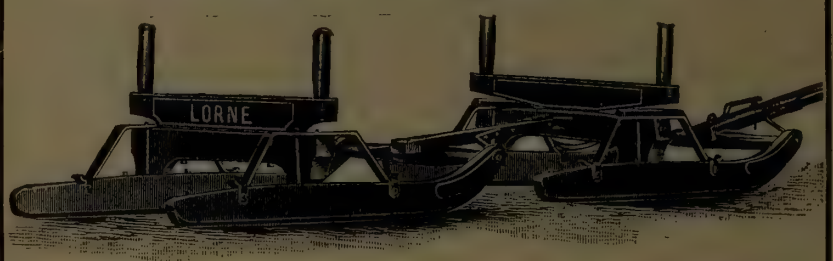
INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

The Maw-Hancock Disc Plow is a Trade Winner.

Made in two, three and four Furrow, also for Steam Plowing.

Let us send you full particulars and catalogue.

Brantford Carriages, Cutters, Traps, Runabout and Palace Automobiles, Lorne Farm Wagons and Sleighs, Bissell Disc Harrows, Simplicity, Gasoline Engines, Grain Grinders, Wood Pumps, Wood Saws, Etc., Etc.



LORNE SLEIGHS, with steel or cast shoes. They are the best offered to the trade and are guaranteed to be built of Absolutely the CHOICEST MATERIAL THROUGHOUT. Let us quote you prices.

Joseph Maw & Co., Ltd.

Winnipeg, Man.

WE GIVE EXCLUSIVE TERRITORY TO AGENTS AND DEALERS.

We wish to secure a good live agent in every town in Western Canada to sell our Fanning Mills, Farm Scales and Incubators.

We will protect agents in territory given. We propose to handle our business through agents only.

The Famous Chatham Fanning Mill

The Best Advertised Farm Implement on the Market.

OATS FROM WHEAT SEPARATOR

WRITE OUR MANAGER:

WM. ATWELL, BRANDON. MAN., OR J. J. CAMPBELL, CALGARY, ALTA., FOR AGENCY CONTRACTS

We Make a Superior Farm Scale, Fitted with Stock Rack.

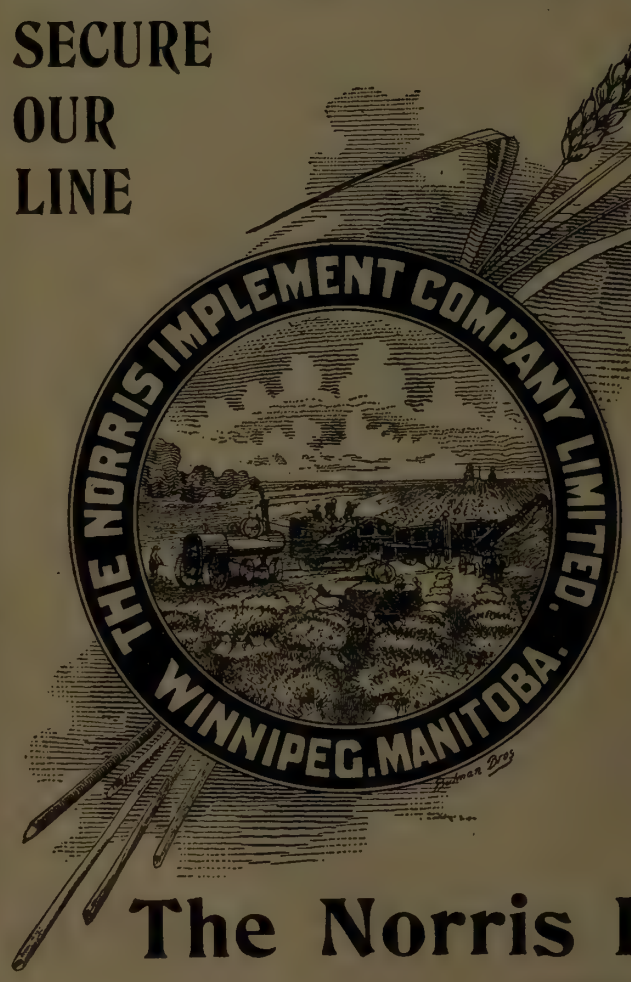
We Make the Chatham Incubator and Brooders.

WAREHOUSES AT CALGARY, REGINA, BRANDON, WINNIPEG.

The Manson Campbell Co., Brandon, Man., Calgary, Alta.

Head Office, CHATHAM, ONT.

SECURE OUR LINE



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Western Canada

Norris Self Feeders,
Closz Patent Adjustable Sieves
Odell Automatic Pump
Casswell Belt Guides,
J. R. Belt Guides,
Norris Fosston Stackers
Force Feed Pumps
Mason Kipp Oil Pump
The Russell Road Grader
The Macleod Stubble Burner.

Write to-day for Catalogue, Price List and Terms to Agents.

The Norris Implement Company, Ltd.

WINNIPEG, MAN.

CANADIAN FARM IMPLEMENTS

VOL. IV, No. 4. WINNIPEG, MAN., OCTOBER, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

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CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,000,000
REST - $1,500,000

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G. H. Balfour - - - - General Manager.

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H. B. Shaw - - - Superintendent.
F. W. S. Crispo - - - - Inspector.
H. Veasey—F. H. Vibert-Assistant Inspectors.

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SASKATCHEWAN.—Arcola, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lemberg, Lumsden, Moose Jaw, Moosomin Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Saskatoon West End Branch), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

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Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Union Bank Building, Winnipeg.

Winnipeg Branch - - R. S. BARROW, Manager.

Any other Manufacturers in the Saddlery and Harness business in Canada using this Trade Mark, are liable to prosecution.

To the Trade THIS TRADE MARK THE **Horse Shoe Brand**

Will in future be found on the highest class Horse Collars, Harness and Saddlery made in Canada. This Trade Mark has been registered so that the public may know these goods, and can see the Trade Mark before purchasing. It is a guarantee that the best leather and workmanship are used in the article so stamped.

We have a complete stock of blankets, robes, coats, surcingles, bells, etc., etc.

Let us know your wants. We can ship promptly.

There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

MANUFACTURED BY

The GREAT WEST SADDLERY CO., Ltd.

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BEST VALUE

WATSON'S

SLEIGHS

THE BEST There is only one Best in anything—In Sleighs we have it.

SELL EASIEST AND MAKE FRIENDS.

WRITE US regarding Feed Cutters, Grain Grinders, Wood Saws, Pole Saws, Pulpers, Horse Powers, Jacks, Wheelbarrows, Whippletrees, &c., &c.

John Watson Mfg. Co. LIMITED

WINNIPEG, MAN.

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Established 1849 Capital and Surplus $1,500,000
Offices throughout the civilized world. Correspondence invited.
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Manufacturers and Importers of Vehicle Wood goods of all kinds.

We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

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SAFE LOCK SHINGLES.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

Tell us all about your requirements and ask for our latest Catalog.

CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

Cockshutt Plows

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Canada's "Gold Standard"

THREE TRADE WINNERS

FOR

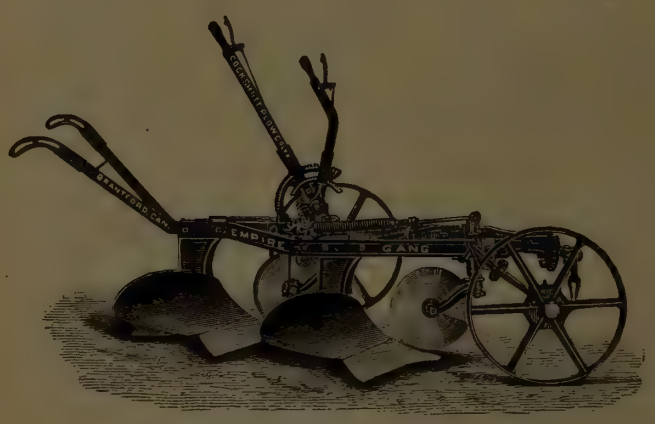
THE CANADIAN WEST.

Our New Jewel

A Trade Winner for the Dealer and a satisfaction to the Customer. Equipped with all the latest and best ideas in modern plow building. Light Draft, Easy to Handle, Most Clearance.

Our Beaver Gang

has won favor in all districts where introduced. The Wheels are Dust Proof, the Frame Strong and Rigid, the Bottoms are the same as used on our New Jewel, 12-in. High Lift.



The Empire

is used by some of the largest farmers in Western Canada, as many as 12 of them on one farm. The only Plow in its class in America that has given perfect satisfaction in all cases to Dealer and Customer alike.

SATISFACTION TO THE CUSTOMER MEANS TRADE FOR THE DEALER.

COCKSHUTT PLOW CO Ltd

WINNIPEG REGINA CALGARY

CANADIAN FARM IMPLEMENTS

Vol. IV. No. 4. WINNIPEG, MAN., OCTOBER, 1906. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c.

THE ANNUAL MEETING
OF THE
CANADIAN MANUFACTURERS' ASSOCIATION.

The thirty-fifth annual convention of the Canadian Manufacturers' Association was held in Winnipeg from the 17th to 19th September. Beyond all question it was one of the most successful meetings of that organization, as well as a thoroughly representative gathering. Practically every industry in the Dominion had its quota of representatives and a very large proportion of the manufacturers of the country had one or more delegates present.

We were particularly gratified to note the goodly number of gentlemen connected with the implement and vehicle trade, as well as those making other lines of goods handled by the dealers, who were present. All were most enthusiastic over their reception, the evident growth and progress of the city, and the prospects for future trade that the settlement and development of the West will bring them.

Among the implement and vehicle manufacturers were the following:

C. B. Frost, President Frost & Wood Co., Smith Falls, Ont.; S. J. Chapman, President Ontario Wind Engine & Pump Co., Toronto, Ont.; M. Wilson, Goold, Shapley & Muir Co., Brantford, Ont.; H. W. T. Ellis, Penberthy Injector Co., Windsor, Ont.; W. J. Cox, Whitman & Barnes Mfg. Co., St. Catherines, Ont.; W. J. Allen, Sawyer & Massey Co., Hamilton, Ont.; Wm. H. Wiggins, International Harvester Co., Hamilton, Ont.; W. B. Champ, Hamilton Bridge Works, Hamilton, Ont.; James Maxwell, David Maxwell & Co., St. Mary's, Ont.; H. H. Walker, Dominion Belting Co., Hamilton, Ont.; Henry Cockshutt, President Cockshutt Plow Co., Brantford, Ont.; C. H. Waterous, President Waterous Engine Works Co., Brantford, Ont.; W. R. Dunn, International Harvester Co., Hamilton, Ont.; J. O. Thorn, Metallic Roofing Co., Toronto, Ont.; Jos. M. Shenstone, Massey Harris Co., Toronto, Ont.; A. J. Wilkes, Waterous Engine Works Co., Brantford, Ont.; A. Calder, Sawyer & Massey Co., Hamilton, Ont.; E. Fairbairn, Ontario Wind Engine & Pump Co., Toronto, Ont.; Harvey W. Cockshutt, Cockshutt Plow Co., Brantford, Ont.; W. H. Mason, American-Abell Engine & Thresher Co., Toronto, Ont.; James Tudhope, President Tudhope Carriage Co., Orillia, Ont.; A. McKillop, A. McKillop & Sons, West Lorne, Ont.; T. A. Rowan, American-Abell Engine & Thresher Co., Toronto, Ont.; T. A. Drummond, American-Abell Engine & Thresher Co., Toronto, Ont.; Thos. Delahay, National Mfg. Co., Pembroke, Ont.

RETIRING PRESIDENT'S ADDRESS.

It is not our intention to present a verbatim report of the proceedings, but we will merely touch on those subjects of peculiar interest to our own trade. One of the best efforts of the convention was the splendid annual report presented by the retiring president, Mr. C. C. Ballantyne. In the course of his remarks he stated that Canada's activities during the past year was a matter of great congratulation. There had been a remarkable increase in foreign trade, reaching the enormous figures of $73,046,000 in excess of the previous year. Exports have increased $20,000,000 more than our imports, though the United States' exports to this country show an increase of 8 per cent. over 1904-5. Imports of British goods have increased 13 per cent. during the same period, aggregating $69,298,000. This growth is attributed to the preferential tariff. The export value of agricultural products, live stock, etc., was $120,518,000, an increase of $30,197,000 over last year. Exports of manufactured goods increased to $24,561,000, thus showing a gain of 16 per cent.

Mr. Harry Cockshutt
President C.M.A. 1906-7.

Dealing with the question of the tariff, he said it was only during the last few years that Canadians had begun to appreciate the resources of their country. The development of these depends upon the fiscal policy of our statesmen. Canadians no longer look upon the tariff question as a political issue. Members of both parties recognize the necessity for protection of all kinds of Canadian industries. It was hoped that when the Dominion Government assembles in Novermber to deal with the revision of the tariff they will lay aside all old prejudices and look at the question from a broad national standpoint, that they would consider and adopt the policy that would best develop the varied industries of our country, give profitable employment to all classes of people, and maintain and advance the prosperity that now exists.

There was a very large influx of Americans into our West. By our adoption of a thoroughly protective tariff policy Mr. Ballantyne asserted American manufacturers would have to follow, and this would result in the up-building of the manufacturing industries in Western Canada. He believed that the policy would be heartily approved by Westerners. There was no reason for the farmers to be antagonistic to a policy that would develop the three great prairie provinces. It was reasonable to assume that the ambitions of the farmers here are identical with those of the farmers in the Western United States. Those farmers declared for a policy of all-round protection and they got it. Now there are hundreds of manufacturing and consuming centres throughout the great west, and western farmers have markets at their very doors for their enormous harvests.

In connection with Imperial preference. It is the ambition of Canadians to produce everything that could be advantageously manufactured here. While a prohibitive tariff is not asked against Great Britain, what was desired was a sufficient tariff that would put Canadian manufacturers on an equal footing with those of the Motherland. It was also desired to divert into British channels, as far as possible, the trade now carried on with foreign countries. In other words,—"that when we must go abroad to buy goods we would prefer to buy them from our fellow-citizens of the British Empire." The true preferential tariff has been aptly expressed by these two little phrases: "Keep your money in circulation by buying goods made in Canada," and "When you can't get what you want at home, buy within the British Empire."

WANT THOROUGH PROTECTION.

Speaking of the establishment of branch factories in the West it was pointed out that some of the members of the Association are erecting and equipping factories here now, and a great many more are contemplating a similar step. This is necessary in order to take full advantage of the ever-growing trade. In order to accom-

plish this, Mr. Ballantyne said: "We want a strong Canadian policy that will benefit both East and West. What action the Government will take at the coming session of Parliament we cannot say, but we believe that the Government will give us the best and strongest Canadian tariff that we have ever had and one that will give thorough protection to every Canadian industry."

It is particularly important that such action be taken in view of the construction of the Grand Trunk Pacific and other great railways. Unless this is done foreign materials will be used, whereas if materials of Canadian manufacture are used the money will be kept in the country, and all classes and every community will be benefited. The action of the Government in placing a high tariff on steel rails has already been justified by results. A great industry has been created that will in time reach immense proportions. If the same principle were applied to every line of industry the effect would be to transfer from foreign countries to Canada an immense amount of capital for the establishment of great manufacturing industries, which would give employment to thousands of men, who would eat food produced on the farms of the Dominion.

There was another point in Mr. Ballantyne's address that deserves particular notice. This was in connection with the Provincial taxation of commercial travellers, etc. These taxes, in their practical effect, discriminate against the business establishments in different parts of the country. Unnatural restrictions are placed on inter-provincial trade by commercial travellers' taxes, and commercial corporation registration fees. This is short-sighted policy on the part of the Provinces in which taxes are collected, and steps should be taken to harmonize the trade legislation in the different parts of the country and make an end of the senseless discrimination of one province against another.

Closing, Mr. Ballantyne said: "We are gathered to-day at the gateway of the greatest wheat-producing area in the world. West of us 171,000,000 acres of arable farm lands are waiting for the plough. Of this immense territory only about 4 per cent. is as yet under cultivation. If we cultivate only one-quarter of it our granaries will contain more than four times the requirements of Great Britain, the world's greatest market."

"What a great task; what greater opportunities! To develop all our industries hand in hand, to cultivate and maintain a national co-operation between our now scattered Provinces, to weld and strengthen the bonds which bind us to the other portions of the empire, and all the while to keep pure and healthful our moral and political life."

"If we are faithful to the trust imposed on us we need have no fear of the future."

REPORT OF TARIFF COMMITTEE.

The report presented by the Tariff Committee re-echoed the sentiments expressed by Mr. Ballantyne. The Halifax resolution of 1902, which has been re-affirmed at every meeting of the Association since that date, was re-affirmed. It is as follows:

"Resolved, that in the opinion of this association the changed conditions which now obtain in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries:

"That in any such revision the interests of all sections of the community, whether of agriculture, mining, fishing or manufacturing, should be fully considered, with a view not only to the preservation but to the further development of all these great natural industries:

"That, while such a tariff should primarily be framed for Canadian interests it should nevertheless give a substantial preference to the mother country, and also to any other part of the British empire, with which reciprocal preferential trade can be arranged, recognizing always that under any conditions the minimum tariff must afford adequate protection to all Canadian producers."

The following resolution was presented in connection with denatured alcohol and affirmed:

"Whereas, the United States government have passed an act for the withdrawal from bond, tax free, of denatured alcohol, to take effect Jan. 1, 1907;

"And wheras, certain European countries have enacted similar legislation;

"And whereas, Canada is particularly suited for the manufacture of both grain and wood alcohol;

"Therefore be it resolved that the Canadian government be requested to consider carefully the regulations regarding the uses and cost of denatured alcohol in foreign countries, and to so adjust Canadian regulations that Canadian industries shall not be placed at any disadvantage."

THE RAILWAY AND TRANSPORTATION COMMITTEE.

In presenting this report the Committee stated the year had been one of most unusual activity, owing to the extended hearing of complaints before the railway commission in which the Association and its members were vitally interested.

Many matters were adjusted of considerable import to our trade. The "Owner's Risk" stipulation was removed from agricultural implements and machinery where the goods were boxed, but the railways insisted on the retention of "Owner's Risk" when not so packed.

Where articles are given a higher rating in crates and bundles than for boxes the "Owner's Risk" stipulation is waived.

In cases where the classification rating applies to goods at "Owner's Risk," and the forwarder desires them transported at "Carrier's Risk," the increase in rate, heretofore fifty cents, was reduced to twenty-five cents.

The railways desired to increase the rate on heavy forgings in less than carloads from fourth to third class, and to raise the minimum weight of machinery carloads from 20,000 to 24,000 pounds. Upon protest from the Association and its members the Railway Commission refused to allow the increases.

The basis for classification of vehicles in less than carload lots was completely revised and reductions made covering about seventy-five per cent. of the vehicles.

The rate on cream separators was reduced from first and one-half class to second class.

Numerous reductions in other lines were secured but these cover lines in which our readers are not interested.

THE COMMERCIAL INTELLIGENCE COMMITTEE.

This committee noted with great satisfaction the increasing foreign trade of the Dominion.

THE PARIS PLOW CO.,

LIMITED,

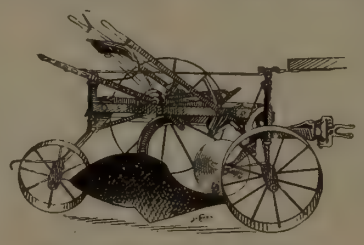
MANUFACTURERS OF

PLOWS, HARROWS, FEED GRINDERS, Etc,

AND THE

"SUCCESS" MANURE SPREADER.

These different lines are being used by many of the best farmers of Western Canada and are giving the best of satisfaction. They have all the latest improvements, made of the best material obtainable and by skilled mechanics. This gives you an article you can rely on and one that we guarantee will please your customers. Our Manure Spreaders are in good demand, more sold this year than all other makes combined. Get in on the ground floor by securing the agency for the "SUCCESS." Our Plows are especially noted for their lightness of draft, cleaning qualities, strength, and



OUR HIGH-LIFT SULKY

simplicity of construction, and where a strictly High-grade **CANADIAN** Plow is required the **PARIS** can't be beaten. Our contract for 1907 will prove a profitable investment for you. Write for full particulars and catalogue.

Note the square-necked Bolt used on all our plow bottoms.

THE PARIS PLOW CO., LIMITED,

WINNIPEG, MANITOBA.

WE CAN SHOW YOU SOMETHING **SERVICEABLE STYLISH AND STRONG** IN OUR

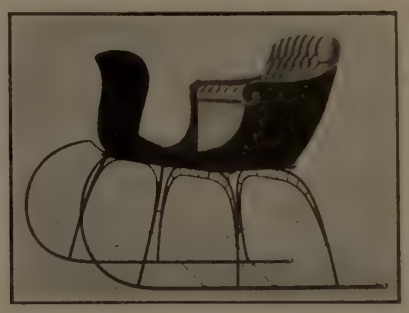
1907 CUTTER CATALOGUE

AN ENTIRELY NEW LINE AT A CLOSE PRICE.

BUSINESS SLEIGHS

TOP CUTTERS

SURREYS



The "Dan Patch" Speeder

IS IN A CLASS BY ITSELF.

"IT LEADS THEM ALL."

A. C. McRAE, WINNIPEG.

SUPERIOR GRAIN DRILLS

NEVER CLOG IN MUD OR TRASH.

"The NAME tells a True Story."

THE SUPERIOR DISC HARROW ON WHEELS is the only Harrow on which Dealers have a monopoly. There's no competition.

WE MANUFACTURE THIS FAMOUS DRILL IN SINGLE DISC, DOUBLE DISC AND SHOE STYLES.

THE SUPERIOR AGENCY ALWAYS PAYS.

THE AMERICAN SEEDING-MACHINE CO., Inc., Winnipeg, Man.

It was glad also to report an improvement in the steamship service on both the East and West Coasts.

During the year four hundred and thirty-six firms in all parts of the world wrote asking information regarding some eight hundred different articles made in Canada.

At the suggestion of a Canadian Commercial Agent, the committee last year forwarded to each of twelve such agents a box containing one hundred and sixty catalogues, covering various lines of goods manufactured in this country.

Relative to the Metric System. The report stated that no great interest was taken in the subject in Canada. A strong protest was entered against the Government taking sides in this issue, as they had done by appointing Prof. J. C. McLennan to lecture on the subject throughout the Dominion.

The fourth edition of the Canadian Trade Index was issued and distributed. Owing to the increased membership of the Association the Index contains more information and is more valuable for reference purposes than ever before.

The Association was urged to establish an office in Great Britain, and this will be done.

THE PARLIAMENTARY COMMITTEE.

The report of the Parliamentary Committee was in part as follows:

"Labor conditions are on the whole satisfactory. Strikes in manufacturing establishments have not been numerous. Wages have, during the last few years, been on the increase, and workmen have been given steady employment. Employers have learned the necessity of keeping control of their shops, and have shown that they are not prepared to discriminate against any competent workman just because he does not belong to a labor organization. The "open shop" has made headway.

The greatest need of the manufacturer to-day is skilled help. The Dominion government has issued instructions to its immigration agents that the immigration of factory workmen and skilled mechanics must not be encouraged. This policy reacts on the farmers, Many immigrants that come to Canada to go on the farm are being attracted to the factory by the higher wages. It is unreasonable for the government to undertake to populate the vacant lands without at the same time providing for an increase in the size and number of the factories and cities. Where are the western Canadian cities that are calling for factories to get the skilled help necessary for manufacturing? In addition to the discouragement offered by this immigration policy there is the Alien Labor act, designed to prevent manufacturers from securing workmen in the United States."

THE TECHNICAL EDUCATION COMMITTEE.

The Technical Education Committee, appointed for the purpose of furthering industrial education throughout the country, stated that some advancement was made during the year. A meeting was arranged with the Principal of the Toronto Technical High School, and a thorough investigation was made into conditions prevailing there. Later a meeting was arranged with the University of Toronto Commission. The report of this Commission presented to the Ontario Government contained many of the recommendations made by the Committee. The Dominion Government was petitioned to appoint a commission to consider the needs of industrial education in Canada, but so far no action has been taken.

The Association adopted the following resolution in this connection: "Whereas the last two conventions of the Canadian Manufacturers' Association unanimously urged the great importance of better facilities for the Canadian workman and manufacturer for technical education, and appointed a special committee to wait on the Dominion government to ask for the appointment of a commission to report on the most advisable method of supplying these facilities.

And whereas this committee has presented the Association's request which has been endorsed by the leaders of educational thought as well as by organized labor.

Be it resolved, that the Association again place itself on record as feeling more and more keenly, and recognizing more and more clearly, the great call for better facilities for technical training adapted to our natural resources and to our industrial developments, and as being most desirous of the government taking early action and that a copy of this resolution be forwarded to the premier and members of the Dominion cabinet."

THE INSURANCE COMMITTEE.

The principal point in the report of the Insurance Committee was that dealing with the organization of two mutual fire insurance companies, as follows:

1. A mutual company in Toronto, on the lines of the New England mutuals, for the purpose of underwriting such amounts as may be found practicable on risks in Canada now or hereafter to be insured in the senior or junior mutuals.

2. A mutual company in each of the cities of Toronto and Montreal for the purpose of underwriting amounts on sub-standard risks, on the lines of the companies forming the National Association of Factory mutuals.

These companies will be in no manner connected with the Association, though having the support of its members.

In order to ascertain who were desirous of participating in the formation of mutual fire insurance companies the action of the council was communicated to all the members on June 15, and this was accompanied by a form of agreement, pledging support to the companies if the plan of organization, rates and general conditions, were satisfactory to and approved by the subscriber.

The replies received to this communication may be thus summarized:

Three hundred and one return agreements duly signed promising definite support to the proposed companies in sums varying from $1,000 to $100,000.

Thirty-four approving the formation of the companies, and promising full support when organized if conditions are satisfactory.

Seven write discouraging the formation of the proposed companies.

The three hundred and one members sending definite agreements promise an aggregate in-

Get the "Manitoba Line"

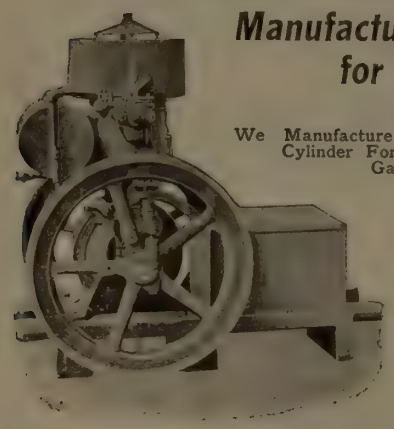
IT IS A TRADE WINNER.

Manufactured in the West for the West.

We Manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized Iron.

See our New 'CANADIAN PETERS' ' Pumps.

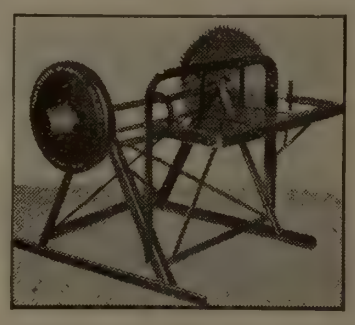
Our Proposition is a Paying One.



The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

The Famous "MANITOBA" Pumps, known and recognised throughout the West as the 'STANDARD OF EXCELLENCE."

The "MANITOBA" is the most scientifically designed Mill the World has yet produced. Specially constructed to meet Western Requirements.



"MANITOBA" Steel Frame Saw Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."

Every Order Referred to Our Nearest Dealer.

WRITE FOR CATALOGUES.

The Manitoba Windmill and Pump Co., Ltd., Mfrs.,

BOX 301 **BRANDON MAN.** Box 301

surance in each of the two companies of $2,371,000, of which about $1,250,000 will be available at the outset. Adding support from the members who have written, but who have not signed definite agreements, it is quite apparent that the two proposed companies will have at inception a minimum available insurance of at least $1,500,000 in each company, or three times the sum upon which it was thought the companies might safely commence operations.

The committee could not but regard this result as most gratifying, and as indicating a general desire that the organization of the companies should be proceeded with, and this will be done.

THE NEW PRESIDENT.

In the appointment of officials for the ensuing year, we record with a feeling of genuine pleasure, in which we believe the trade of the country will join us, the election of Mr. Harry Cockshutt, head of the Cockshutt Plow Co., to the office of President, the most responsible and honored position in the power of the Association to bestow. His address at the closing banquet was one of the finest delivered during the gathering, containing as it did a strong plea for national as against provincial unity. Laws that prevented members of professions from practicing outside of the province in which they graduated were a hindrance against the full development of a national feeling. What applied to the professions was equally applicable to the commercial and industrial interests, and a measure for the overcoming of these difficulties was a matter for the serious consideration of the Dominion Government. He closed with the following paragraph:

"We are young as a country, and many of us are still young men, but we have lived in strenuous days; we have fought a hard fight; we have our country's prosperity at heart; and, as before stated, we must either be men or machines. We prefer to be men, and prefer to think that Canadians will always stand for the development of every thing that will promote trade and commerce, and upbuild the physical and moral character of the citizens of our country. We can afford to be broad, and we can afford to be liberal, and educate our people in the very best lines, and help advance, on the very best scale, humanity as a whole. If this is accomplished we shall feel that the industrial life has been benefited, that our industrial markets will be enlarged, and that our country will advance in health, wealth and happiness. Let everybody share in the material progress that is being made, and push forward with determination, bred in them by the inspiration that our country will go on to greater and better things. We cannot rest satisfied of our future; we must work it out."

At the close of the convention here the greater number of the delegates took advantage of the trip through to the Pacific Coast over the C. P. R., returning via Edmonton and the C. N. R. Stopovers were made at many points throughout the country, the entire trip lasting over three weeks.

The "Chatham" Line.

We recently received copies of a leaflet issued a short time ago by the Manson Campbell Co., of Chatham, Ont., and Brandon, Man., dealing with their well-known Chatham separating machine. As clean seed is the practical solution of the farmer's weed problems, machines of this kind are constantly in demand. The makers claim that the Chatham will perform the operation of separating oats from wheat thoroughly the first time through, that it will benefit and give every satisfaction to the purchaser, and that it will consequenty please and make a good profit for the dealer. They will be pleased to mail full information regarding their different lines, which include fanning mills, farm scales, incubators, kitchen cabinets, etc., to any member of the trade desiring same. Address correspondence to either the factory or any of their branch houses. When writing don't overlook the fact that we will appreciate it if you mention Canadian Farm Implements.

Up Goes Another.

The Paris Plow Co., who, since establishing a branch house for the West, have occupied quarters in the Stewart-Nelson Co. building at the corner of Logan Ave. and Nena St., recently concluded negotiations with Mr. A. M. Stewart to lease the new warehouse he is constructing at the corner of Logan Avenue and Trinity Street. This is an L shaped frame structure, 100 x 50 feet, two storeys high, sided with metal sheeting, and heated by a hot air furnace. Railway trackage the length of the entire depth of the building will give the company facilities for loading four cars at a time. A space 25 x 50 feet on the ground floor will be utilized for office purposes. Mr. Felker, manager of the company, recently informed us that they expect to take possession about October 15th.

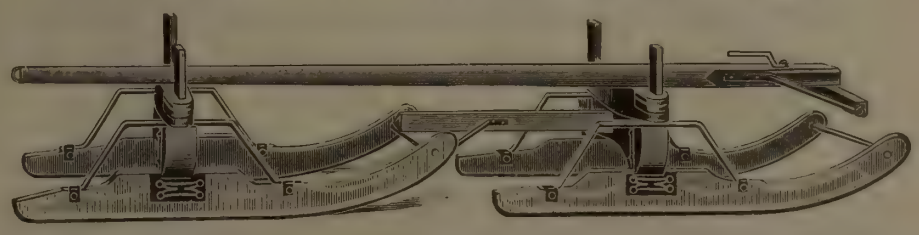
CORRUGATED
WRITE FOR PRICES
METALLIC ROOFING Co.
LIMITED
WINNIPEG
IRON

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.
MANUFACTURED BY FRAZER LUBRICATOR CO.
FACTORIES: ST. LOUIS, NEW YORK.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

FAIRCHILD FARM SLEIGHS
ARE BIG BUSINESS BUILDERS.



Made in Three Sizes: 2-inch Runners 2½-inch Runners. 3-inch Runners
WITH CAST OR STEEL SHOES.
These Sleighs are built right and are made from A.1. Material.
We have a Large Stock and can Ship Promptly.
LET US HAVE YOUR ORDERS EARLY.
THE FAIRCHILD COMPANY, LIMITED
WINNIPEG REGINA CALGARY

Possibilities in Pumps.

Oftentimes a dealer, otherwise alert and on the watch for good things, is prone to overlook the sale of some line that would prove exceedingly profitable if carefully and energetically handled. Among these may be mentioned gasoline engines, cream separators, truck scales, pumps, windmills, etc. By securing control of any reputable and complete line of any of these articles and then persistently, consistently and insistly pushing them, any dealer can add a very considerable sum to his annual revenue.

In order to do this, however, certain requisites are necessary in the dealer. He must thoroughly know the goods he is selling, being able to point out rapidly wherein and why they excel similar goods offered by his competitors. He must quickly show and make his customer realize the difference between low grade makeshifts and high grade articles, and when he has concluded a sale of any machine he should take every precaution to see that it is efficiently installed. Every attention in this direction brings its reward, for a satisfied customer is the best of advertisements.

Let us consider some line in particular that always proves profitable when properly looked after. Pumps, for example. In this Western country, where wells are the source of the supply of water on every farm, pumps are a necessity. Many dealers are overlooking the profit that might be secured if they handled this class of goods. Manufacturers and jobbers are ever willing and ready to co-operate with the trade in the sale of these goods. Splendid inducements are offered to dealers and the line is a money maker.

As is the case with other lines, the better class of pumps return better profits and naturally give more satisfaction to buyers. Many men in the country have worked up nice businesses dealing exclusively in pumps and the materials used in connection with same. As a line for the dealer in implements and vehicles it is full of possibilities, and no substantial reason can be advanced why every member of the trade should not be carrying an assortment of high grade pumps. The business is growing from year to year and there are sufficient manufacturers to supply the demand, if not, increased demand will create more. Hundreds of our readers are handling these goods and finding it most remunerative. To those that are not, a trial order would undoubtedly demonstrate the truth of the foregoing assertions.

The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders.** **You save** 50% labor and 50% wear on your pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

W. JOHNSTON & CO., Limited
Agents, WINNIPEG, MAN.
We want every Dealer to Investigate.
MANUFACTURED BY PETERS PUMP CO., KEWANEE, ILL.

Now the Hero Manufacturing Co.

A short time ago the Dow Wadge Implement Co., of this city, manufacturers of the well-known Hero grain separator, decided to undergo complete reorganization for the purpose of forming a joint stock company. With this end in view several members of the Twin City Separator Co., of Minneapolis, Minn., who control the Hero patents in the United States, were approached and after a thorough investigation of the possibilities in this territory became heavily interested. Application for articles of incorporation under the Manitoba law were immediately made and subsequently granted. The new organization will be known as the Hero Mfg. Co., and Mr. Thomas Wadge will remain at its head as manager. Speaking to us a few days ago he said: "We are busily installing equipment for our factory, and will be in a much better position to look after our business than formerly. In addition to making the Hero grain separator we will add a number of other lines that will prove profitable for the dealer to handle. Further announcement will be made later."

Refused.

"We have this week refused a large yearly contract for advertising offered us by a large Departmental Store at Toronto and Winnipeg. We refused it because we believe in supporting the store keepers of our own community. So long as the business men support the Mail, so long shall we work on these lines."—Camrose Mail.

This is the spirit that has created, supported and built up the towns and villages of this great Western country. Stand behind the paper that stands behind you, your business and your town, and watch your community grow and progress.

Consider the Separator's Foundation.

Care and attention are requisite and necessary for the lasting qualities of a cream separator as well as being in a very large measure responsible for its returns as a profit-making machine. Unless it is thoroughly and conscientiously looked after it will prove neither as profitable nor as durable as it otherwise would, and this fact should be impressed by every dealer upon every separator purchaser.

After having bought a machine, of any of the standard grades on the market, the first great consideration to the buyer, and also to the seller, is the matter of getting it satisfactorily set up. We venture to say that many a farmer has been prejudiced against the cream separator at the beginning of his experience simply owing to poor work in the installing. For the dealer's own sake, in connection with future business in other lines, etc., it pays to give every attention to this work.

A good foundation for the machine to rest on is a necessity. Dr. it is perfectly solid so much the

FLORENCE WOOD PUMPS

Have more good features than any other farm or stock pump on the market.

Every pump is systematically tested before leaving the works.

It will pay you to handle the best lines, write us to-day and learn the good selling points that exist only in Florence Pumps.

Melotte Cream Separator Co., Ltd.
AGENTS,
312 Ross Avenue, WINNIPEG.

better, but if it must be set on a floor every precaution should be taken to strengthen the base and make it as strong as possible. Unless this is done considerable vibration must take place when the machine is in motion and this will result in the inability of the separator to skim to the greatest perfection, to say nothing of the wear and tear on the delicate mechanism caused by the continual jar. Therefore be sure when installing a machine that you place it on a sound foundation.

Next to the question of base is that of position. The separator must be perfectly level in order to do its work to the best advantage. When fastening a machine down it should be carefully leveled according to the instructions of the manufacturer. Like a top, when the separator is running at full speed, it will try to run perfectly perpendicular, consequently if it is not exactly level an unnecessary wear will be caused on one side of the bearings as the spinning bowl pushes in that direction. On a perfectly level, solid base, free from all vibration or jar, the life of the machine will be considerably increased and its work greatly enhanced.

After having got the machine perfectly installed, the next object of attention is the running gear. See that every part is clean and free from grit of any kind and then oil it. Use only the best quality of oil. This the dealer should constantly keep on hand. Oils of a gummy nature will not do, and always result in more harm than good. Don't give more lubricant than the friction actually calls for, and a sufficient amount of oil is far better than too much. After having performed this task the dealer can leave the rest to the buyer; having given the latter full information by actual demonstration of how to put the machine together while setting up.

Anything that you know to the discredit of any person is always a first-rate thing to forget.

Bradley Employees' Excursion.

On Thursday, October 4th, occurred the David Bradley Manufacturing Co.'s annual employees' excursion to the State Fair at Springfield, Ill. The employees were accompanied, as usual, by their families and several friends—about 950 making the trip. The day was most profitably spent in visiting the different implement and vehicle exhibits in Machinery Hall and on Machinery Row, the Dome Building, Horticultural Hall, Coliseum and the Pike. All expressed themselves as more than pleased with the trip, and many were the compliments paid the splendid Bradley exhibit, which was the headquarters for the excursionists during the day.

DE LAVAL SEPARATORS

Among creamerymen and those most prominent in Dairy work, the De Laval is the only recognized cream separator.

Every Highest Award at every World's Exposition and International Test of separators.

THEY LAST A LIFETIME.

The De Laval Separator Co.

14-16 PRINCESS STREET,

WINNIPEG.

MONTREAL NEW YORK SAN FRANCISCO
TORONTO PHILADELPHIA PORTLAND
VANCOUVER CHICAGO SEATTLE

DEALERS! The advertisement below is one of the series now being run in the agricultural papers of Western Canada. Don't you think it would pay to handle a Cream Separator with these qualities and one so extensively advertised.

WRITE FOR AGENCY

Ontario Wind Engine & Pump Co., Limited

83-91, Chambers Street, Winnipeg.

Dairy Talks by the EMPIRE Dairy Maid No. 3

The EMPIRE

Will make you less work and save you more work than any other

Cream Separator

That's why it is so extremely popular with the women.

It really is a labor-saver.

If you have ever used one of the old work-making cream separators you'll understand the difference at a glance.

When you have finished separating with an EMPIRE (and you finish sooner because of its greatly increased capacity) you take the bowl from the machine, unscrew the top, lift out the cones and wash them as easily, as quickly and as thoroughly as you wash two or three dinner plates.

Look at the picture and see for yourself.

Contrast this simple bowl and its few parts with the bowls of other machines filled with forty discs, or complicated "nutmeg graters" and contraptions of all sorts. Which kind do you think you can wash the more easily?

And mark this: The advantage is not only in the **time** and **work** saved; a clean separator is absolutely necessary if you are to produce good sweet cream, free from odors. It takes only a small speck of impurity to **ruin your entire batch of cream.** Your separator must be **thoroughly** washed; it must be **absolutely** clean if you are to get the best results from it.

The EMPIRE is the only separator which can be kept perfectly sweet and clean without wasting a half hour in washing it.

If you don't believe it, **smell** the bowl and interior devices of the complicated separators. **Your nose will tell you.**

The EMPIRE, therefore, not only means less work, less time, but also better cream.

It turns more easily than any other separator.

It is simpler than any other separator.

It saves more time and labor than any other separator.

It will make more dollars for you than any other separator.

Don't, then, I beg of you, buy a separator until you know **all** about the **Improved Frictionless Empire.** Send your name to the EMPIRE CREAM SEPARATOR COMPANY, tell how many cows you keep and what you do with your milk, and they'll send you some mighty interesting matter on this separator question. You'll be glad to have it. Just address,

Ontario Wind Engine & Pump Co., Ltd., Winnipeg, Manitoba, Canada.

Get the Empire Books. Ask for the one you want.—
1. Full catalog and price list. 2. Dairy Results=Dollars. 3. Money and the Way to Make It.

DOMINION CARRIAGE CO. LTD.,

TORONTO, CANADA

'MAPLE LEAF' CARRIAGES

See Our "Maple Leaf Quartette"—It is A WINNER.

We challenge competition with any line made in Canada in either QUALITY or PRICE.

SOLE AGENTS FOR THE WEST:

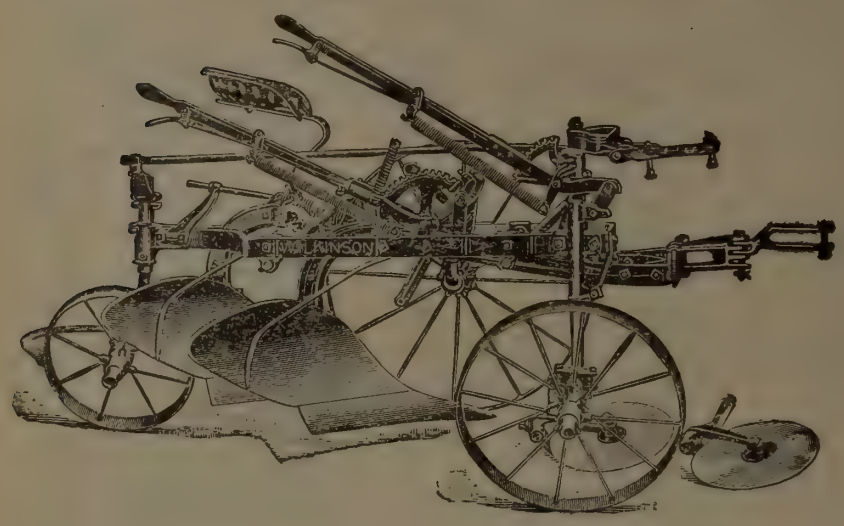
The STEWART-NELSON CO., Ltd.,

WINNIPEG.

The Wilkinson Plough Co.,

LIMITED,

TORONTO - - CANADA.



Every approved feature of construction is embodied in our Ploughs.

Some of them are: Improved foot-lift, long distance axles, solid one-piece frame, &c., &c,

Strength, solidity, lightness of draft, and the best scouring qualities, make the Wilkinson Sulkies and Gangs the leaders.

In Prairie Breakers, Brush Breakers, Combination Ploughs, Walking Gangs, we have a complete line which means money for the Dealer handling them.

LET US "SHOW YOU"

WRITE OUR SOLE AGENTS.

The Stewart-Nelson Co., Ltd.

WINNIPEG.

Testing Vehicle Woods.

During the past few months, the United States government forest service has been conducting a series of tests on vehicle woods. These tests were made on three manufactured parts, buggy spokes, wagon poles and axles. The material was furnished by wagon companies and wheel manufacturers, and the tests conducted at the timber-testing station of the forest service at Purdue University, Lafayette, Ind. One series of these tests has been completed, but all of the data is not yet ready for publication.

The material tested was of the grades in common use. Buggy spokes were of the grades A, B, C, D, E, and culls, for the Sarven wheel. In this selection, the primary object was to determine whether the grading system was compatible with the strength and toughness of the spokes, and also to ascertain the relative strength and toughness of white and red hickory spokes. Five hundred spokes constituted the series. The poles were of two grades of oak and one grade of Southern pine. Part of the common oak poles were trussed. Forty poles were tested. The axles were of hickory and maple of three designs—thimble, skein, thimble skein trussed, and long sleeve skein trussed. There were eight axles of each species and each design, making forty-eight in all. The object of this series was to obtain the comparative strength of the two woods and of the different constructions.

The results from the spoke tests show more than 50 per cent. error in the present grading system, which is largely due to the traditional prejudice and consequent discrimination against red hickory. No red spokes are now allowed in the A and B grades, yet these tests show that a large proportion of the red spokes now included in the lower grades should be, because of their strength and toughness, included in the highest grades. The resilience factor, which is determined by maximum load and toughness, varies directly with the weight, showing that the best criterion for judging the utility of spokes is the weight. It is also shown by the tests that, weight for weight, the red and mixed spokes are fully as strong as the white ones. Of defects serious enough to affect the strength, those near the center of the spokes are considerably more damaging than the defects near the end. A study of the tested spokes as they now appear at the Purdue University laboratory, would give much practical information to commercial graders. These tests will be supplemented by another series on spokes manufactured of sound dead hickory, which occurs in considerable quantity in the south and is not now used for this purpose.

The tests on the wagon poles brought out several important points. The present manner of attaching poles could be much improved, since the construction at the hounds is much weaker than the pole itself. The present style of trussing is of little value, because the truss is applied along the neutral axis of the pole. The Southern pine pole will support a greater maximum load than the common oak pole, but it is not as strong as the select oak pole. With reference to load at elastic limit, the southern pine ranks first. The failures in the oak poles generally occurred near the hounds and were fibrous and localized. Fractures in the pine poles, on the other hand, extended over distances of 5 or 6 feet, long pieces often breaking off where a fracture occurred. These poles were not of the best grade of southern pine, most of them having the appearance of short-leaf pine and being largely sapwood. The exact species will be determined later, yet, for commercial purposes, this is comparatively unimportant, because the southern pines are largely sold under the name of "yellow pine," without distinction as to species.

Results from the axle tests have not been sufficiently correlated to warrant definite statements regarding them, but it can be said that there is considerable room for improvement in the present method of trussing. Further testing work along this line will be carried on during the coming winter. A series of shaft tests on hickory and red oak will be made, a number of eucalyptus axles, and some on cultivator poles of red fir and longleaf pine.

The Superior, THE MILL THAT CATCHES THE EYE OF THE FARMER, and that will do the **best** work is the Mill you want to handle because it sells itself. If you have not seen the Superior you should before deciding what Mill you intend handling this season.

The "Superior," the fastest, strongest and best cleaner on the market. The King of **Wild Oats** Separators. Made in two sizes, with or without bagger. **Agents wanted,** write at once for territory.

THE HARMER IMPLEMENT CO., WINNIPEG

Dept. "C."

Calgary.

Mr. J. J. Bugee, Manager of the Canadian Moline Plow Co. at Winnipeg, spent several days in the city during September.

Mr. J. H. Stanton, of the Montreal branch of the Massey Harris Co., was a visitor in Calgary during the last week, the guest of Mr. W. G. Hunt.

Mr. John Kelly, of Kelly & Beals, Edmonton, and his family spent a day or two in the city recently on their way home from the coast where they had a very enjoyable visit.

Mr. J. P. Minhinnick, General Agent for the Frost & Wood Co. in Alberta, has just returned from an extended trip to the south country, visiting as far as Cardston. He is at the present time visiting points in the north and will take in all territory as far as Edmonton.

The Tudhope Carriage Co. are advertising for tenders for the erection of their new three-storey brick warehouse and show rooms to be built on the property acquired by them on the corner of Tenth Avenue and Second Street, East. Work will be commenced as soon as possible.

Among the implement dealers visiting the city during the past month we noticed the following:—A. F. Grady, McLeod; M. McHardy, Okotoks; O. B. Mur-

The Fairchild Company's Warehouse after Recent Improvements.

Above we reproduce an excellent halftone of the handsome and commodious warehouse of the Fairchild Co., on Sutherland Avenue and Derby Street. This view includes their recent two-storey addition and other improvements. Of all Winnipeg's array of magnificent warehouses it is questionable if any is more entitled to be termed "the best and most useful" than this the subject of our illustration. The building is 70x150 feet and consists of five storeys and basement. On two sides are spacious platforms, one of which is alongside trackage so that six cars of goods can be loaded at once. The basement from the floor to the ceiling is 12 feet clear and is devoted to the storage of wood goods, straw cutters, harrows and wheel and drag scrapers. The first floor is 13 feet high and all above that 10 feet clear. Deere plows take up all the first flat, sharing the second with disc harrows of different designs. The third floor is given over to Moline and Fairchild wagons, but as these goods are cleaned out at this season this space is occupied by Fleury's grain grinders and crushers. On the fourth and fifth floors are stored carriages and cutters respectively from the factory of the Canada Carriage Co., at Brockville, Ont. All floors are reached by an 8x12ft. elevator, which is situated in the centre of the building. The lighting and ventilating facilities leave nothing to be desired, and one can always count on a cordial reception at the hands of Mr. R. H. Hardy, who is in charge.

THE ONTARIO LINE

OFFERS YOU THE BEST AND

MOST COMPLETE LINE OF POWERS

FOR YOUR CUSTOMERS.

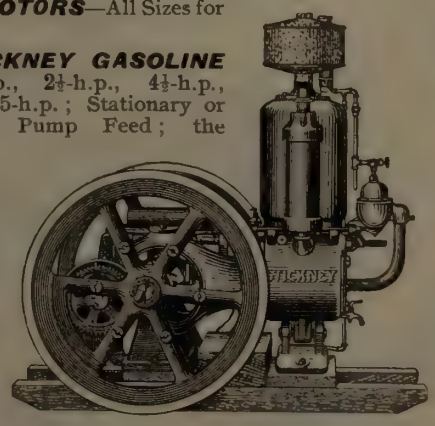
CANADIAN AIR-MOTORS—All Sizes for Power or Pumping.

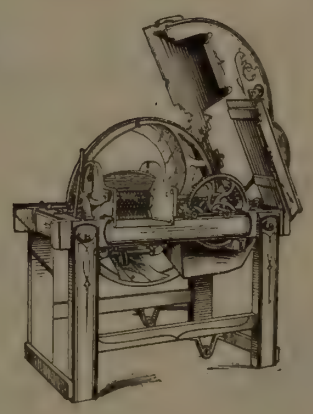
NEW STYLE STICKNEY GASOLINE ENGINES—Sizes 1-h.p., 2½-h.p., 4½-h.p., 6-h.p., 9-h.p., 12-h.p., 15-h.p.; Stationary or Portable; Gravity or Pump Feed; the ***Simplest Engine*** on the Market.

Horse Powers— All Sizes.

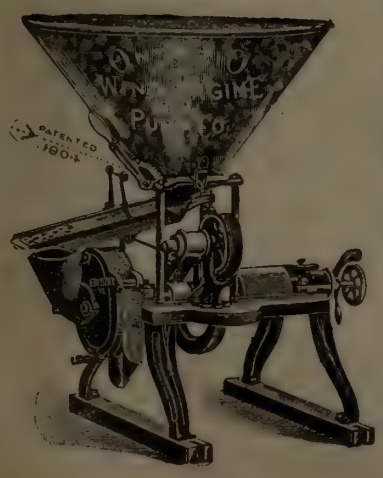
EMPIRE CREAM SEPARATORS Best of all Sellers

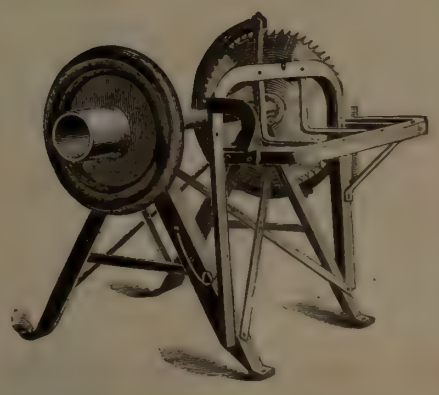
Grain Grinders, Feed Cutters, Wood Saws,





Send for Catalogues and Terms to Agents.





Pumps, Tanks, Root Pulpers, Steel Lawn Swings, Hydraulic Rams, Village Fire Engines.

Ontario Wind Engine and Pump Co., Limited,

WINNIPEG.

dock, Airdrie; A. R. Shantz, Carstairs; G. Murray, Carstairs; J. Kelly, Edmonton, and T. C. Rubbra, Wetaskiwin.

The members of the Canadian Manufacturers' Association visited Calgary in their special train the latter part of September. They were gladly welcomed and well looked after. Mr. J. A. Brookbank, Manager of the International Harvester Co. at this point accompanied them as far as the coast.

A meeting of the Alberta Wholesale Implement and Carriage Association was held in the office of The Frost & Wood Co., on Saturday, October 6th, when several matters of importance were disposed of. Mr. J. E. Ruby, manager of The Frost & Wood Co., Winnipeg, was a visitor at the meeting.

Work is rapidly proceeding on the fine three storey building to be erected for the Fairchild Co. here. When completed this will be one of the finest warehouses in the West. It is convenient to the centre of the city and in addition will have the advantage of track facilities, as a spur will be placed in the lane at the rear of their building at once. They expect it will be completed before the New Year.

Mr. E. Gardiner, who has had charge of collections in Edmonton district for the Frost & Wood Co. for the last three months, was in the city for a short time, after spending a week at Banff. He is returning to his home at Rapid City, Man., and will again take charge of his regular territory for the Frost & Wood Co. in Manitoba. F. F. Wilson, of Red Deer, is taking over the Edmonton territory in his place.

Mr. H. A. Dunn, Manager of the Fairchild Co. at Calgary, has returned from an extended trip to the north in company with Mr. J. T. Storey, Manager of the Canada Carriage Co., Brockville. The Fairchild Co. have handled a very large number of the Canada Carriage Co.'s vehicles in Alberta, and Mr. Storey states that they are greatly pleased with the business done for them by the Fairchild Co. out here.

The latest addition to the financial institutions of the city is a branch of the Royal Bank, which expects to be ready for business by the 1st of November. This makes a total of fourteen banks in Calgary. That there is business to be done here is clearly shown by the weekly returns from the clearing house. These show Calgary clearings to be greater than any of several other Canadian cities of two or three times the size of Calgary.

Mr. W. H. White, the veteran implement traveller of the West, who has had charge of the Alberta branch Moline Plow Co. for the last three years, has severed his connection with that firm, and in the future will devote most of his attention to his automobile business in Calgary. At the present time Mr. White is taking a holiday trip to the coast, and will be back the middle of the month. It is not yet known who his successor will be.

There was quite a gathering of the Massey-Harris clans in Calgary during the past ten days, and matters pertaining to their Western business and details for the coming season were worked out. The members comprising the party were General Manager, Senator L. M. Jones. Mr. C. H. Whittaker, Manager of the Manitoba branch at Winnipeg; Mr. Geo. Forsyth, Manager of the Saskatchewan branch at Regina, and Mr. W. G. Hunt, Manager of the Alberta Branch at Calgary.

Mr. J. E. Ruby, Manager of the Frost & Wood Co. at Winnipeg, spent a week in the city looking after the results of this season's business and arranging details for 1907 trade. He came to Calgary via C.N.R. to Edmonton and then south, and expressed himself as greatly surprised at the growth and improvement of the west and of Calgary in particular. He states that the Company have about recovered from the effects of the fire at their factory, and will be in a position to go after the business for another year. He returned to Winnipeg via C.P.R., spending a few days at Regina en route.

Collections and settlements are now the principal order of business in the implement line in this territory, and the different firms are devoting almost their entire attention to them at the present time. Collections so far from the south and central Alberta have been satisfactory although very little of the grain has been marketed. The yield has proven very satisfactory this year and threshing is being finished rapidly. On account of the ideal weather quite a large proportion of the farmers are not hauling out their grain, devoting all their time and energy to getting their fall plowing done, leaving the marketing of their grain until the weather prevents them plowing. From what can be learned from the Grain Inspector the grades this year are good and prices are fair, so that the farmer will be in fine shape this fall. It is anticipated that collections on the whole will be better this winter than for some years and that is saying a good deal.

"JUST AS GOOD AS THE MOLINE"

is the argument used by other wagon manufacturers in soliciting trade.

Then why not buy the Moline and be absolutely sure you are getting the best?

It is the leading American wagon in Canada.

General Agents:

The FAIRCHILD COMPANY, LIMITED,

Winnipeg, Regina, Calgary.

Growing Up.

Owing to the rapid increase in their business of late and their continual addition of new lines, the Stewart-Nelson Co. have decided to utilize their entire warehouse for their own goods after October 15th. Heretofore this building, which is located at the corner of Logan Avenue and Nena Street, has been divided and sub-let for storage and office purposes with the result that the different occupants found themselves in rather cramped quarters. In view of this decision, the Stewart-Nelson Co. will have plenty of space for the accommodation and rapid handling of goods; their excellent trackage facilities placing them in an enviable position in this connection. With a full line of Wilkinson ploughs and wagons, Studebaker wagons, Great Western manure spreaders, Dominion Carriage Co. carriages, and the products of the Toronto Pressed Steel Co., this concern will be in a first rate condition to take care of the orders entrusted to them by the dealers of the West.

A Unique Trade Catcher.

Another line recently added by the Ontario Wind Engine & Pump Co., that promises to be a trade catcher is the Eagle Steel Lawn Swing. Constructed of special high carbon steel with hardwood slats in seats and platform, these swings are a minimum weight with a maximum strength. The frame work is so well braced that it carries four heavy persons in the seats with safety. The seats swing easy and free, clear of the frame, with a gentle, level swinging motion that is unique. Comfort is also a consideration in this swing. By a simple shifting of a little pin the seats can be arranged for sitting up straight, or like a reclining chair, or thrown perfectly flat for a couch. A canopy is placed over the seats but this can be easily removed at pleasure. By addressing the company the dealer will be able to get full particulars regarding this article. It is something that will make you money next summer and don't overlook it. As usual, we will esteem it a favor should you mention our paper when writing for particulars.

The Breaking Plow.

By Nixon Waterman.

I am the plow that turns the sod
That has lain for a thousand years;
Where the prairie's wind-tossed flowers nod
And the wolf her wild cub rears,
I come, and in my wake, like rain,
Is scattered the golden seed;
I change the leagues of lonely plain
To fruitful gardens and fields of grain
For men and their hungry breed.

I greet the earth in its rosy morn,
I am first to stir the soil,
I bring the glory of wheat and corn
For the crowning of those who toil;
I am civilization's sea and sign,
Yea, I am the mighty pen
That writes the sod with a pledge divine,
A promise to pay with bread and wine
For the sweat of honest men.

I am the end of things that were,
And the birth of things to be,
My coming makes the earth to stir
With a new and strange decree;
After its slumbers, deep and long,
I waken the drowsy sod,
And sow my furrow with lilts of song
To gladen the heart of the mighty throng
Slow feeling the way to God.

A thousand summers the prairie rose
Has gladdened the hermit bee,
A thousand winters the drifting snows
Have whitened the grassy sea;
Before me curls the wavering smoke
Of the Indian's smoldering fire,
Behind me rise—was it God who spoke?
At the toil-enchanted hammer's stroke,
The town and the glittering spire.

I give the soil to the one who does,
For the joy of him and his,
I rouse the slumbering world that was
To the diligent world that is;
Oh, Seer with vision that looks away
The marvelous nations your eyes survey
Was born of the purpose that here, to-day,
Is guiding the breaking plow!

Fair Play.

A group of drummers were trading yarns on the subject of hospitality, when one, a little Virginian with a humorous eye and a delightful drawl, took up his parable thus:

"I was down in Louisiana last month travelin' 'cross country with S. J. Carey (the same being Stonewall Jackson C. at your service) when we kinder got lost in a mighty lonesome sort of road just about dark. We rode along a right good piece after sundown, and when we saw a light ahead, I tell you it looked first-rate. We drove up to the light, findin' 'twas a house, and when I hollered like a lost calf the man came out and we asked him to take us in for the night. He looked at us mighty hard, then said, 'Wall reckon I kin stand it if you kin.' So we unhitched, went in, and found 'twas only a two-room shanty and just swarmin' with children. He had six, from 4 to 11 years old, and as there didn't seem to be but one bed, me an' Stony was wonderin' what in thunder would become of us.

"They gave us supper, good hog and hominy, the best they had, and then the old woman put the two youngest kids to bed. They went straight to sleep. Then she took those out, laid them over in the corner, put the next two to bed, and so on. After all the children were asleep on the floor, the old folks went in the other room and told us we could go to bed if we wanted to, and, bein' powerful tired out, we did.

"Well, sir, the next morning when we woke up we were lyin over in the corner with the kids and the old man and the old woman had the bed!"

Another Field for Expansion.

The Dominion Department of Agriculture recently received a letter from a Canadian who occupies a responsible position in connection with the British North Borneo administration. The writer states in his letter that Canadian manufacturers of farm implements would find it in their interest to investigate trade possibilities in North Borneo and believes that a very profitable business could be ultimately worked up. He further says that the planters of that colony are unable to obtain wagons, plows etc., which are both strong and light, and is confident that the Canadian made articles would fill the bill.

To toil, to labor, to work, is divine. Be busy. Doing and achieving brings happiness.

Time is gold. Throw not one minute away, but place each one to account.

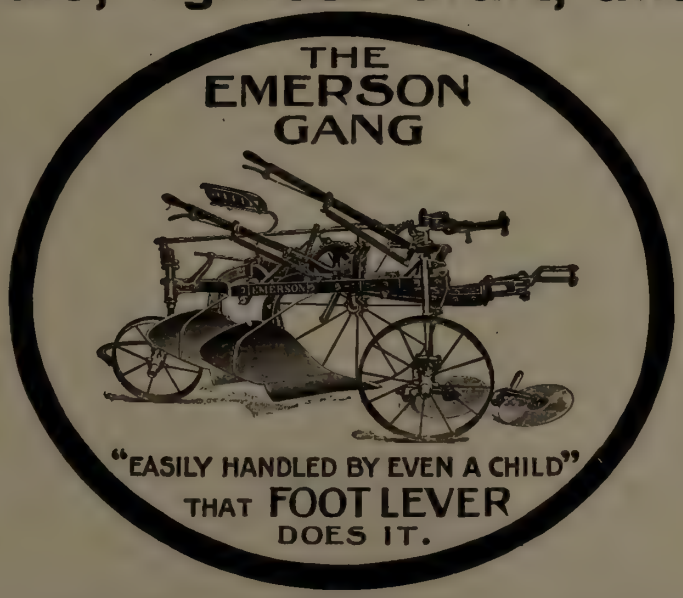
ESTABLISHED 1852 ESTABLISHED 1852

Emerson Foot-Lift Plows

are the

Easiest to handle, lightest draft, and most durable

The Emerson Gang Plow has a **one-piece frame**, made from high carbon steel. That's where its great power of endurance centres. Compactly built, graceful in appearance, handsomely finished, and with its many exclusive points of superiority the Emerson Gang Plow challenges the whole world to produce its equal.



The driver's feet completely control the plow, leaving hands free to handle the team. Stagger spoke wheels, two-inch tires, equipped with **Emerson 2,000-mile magazine axles.** These axles are dirt-proof and hold the oil. Our exclusive features, insuring light draft and unlimited durability.

These facts, firmly impressed on the minds of customers, bring the business. Decide to handle the Emerson Line now. When you feel within yourself that your business can be improved, and the way is pointed out, then is the time to make use of your will and decide and act.

Canadian Agents **H. F. ANDERSON & CO., Winnipeg.**

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

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The Causes of Higher Prices.

Undoubtedly the increased and increasing cost of almost all lines of agricultural implements and vehicles will be the subject of much serious thought by dealers at the present juncture and likely for some time in the future. This is something that essentially concerns the matter of profits; the all-important part of any business. In order to meet the conditions, arising from these increases, prices to the consumer must be advanced and, as they are not liable to be paid without considerable argument and discussion by the buyer, the dealer should have at his finger tips a thorough knowledge of the various reasons why such action is necessary.

Underlying the foundation of every enterprise of the industrial world are two factors; namely, raw material and labor. Upon these the success or failure of the project depends. Each is so inter-related to the other that nothing can be produced without both. Variation in the quality or cost of different articles, of the same type, lies in the difference of raw material used or the class of labor employed, and when one grade goes up in price, as a rule, the others do likewise; probably on the principle that the reasons put forth for an increase in the price of one are equally applicable to all.

Supply and demand rule the industrial kingdom just as they do the commercial realm. Consequently increasing or decreasing demand and growing or diminishing supply, whether it be of raw material or labor, must naturally result in an economic change, such change taking the form of either a rise or drop in values. Those who have followed the iron and steel markets, as well as that of lumber, during the past season or so, could not help but notice the gradually increasing cost in these lines.

Though almost all lines have suffered to some extent the pinch has probably been more pronounced in connection with wagons than any other goods. Within the last few years a growing shortage in available supplies of hardwoods has been acknowledged. To prove the truth of this, witness the marked attention that has been paid to forestry work during the past decade. Also note the efforts being put forth by the Government of the United States in seeking to protect and preserve certain species of hardwoods and take cognizance of the work being done by the different associations formed for this same purpose. The large forestry convention held in Ottawa last year evidences that the Canadian Government is not uninterested in the conserving of our forest wealth. Some may charge the advances to combinations, agreements, etc. In view of the foregoing we believe that such assertions must fall flat, and we have not heard of any of them having been substantiated.

In iron and steel circles conditions are somewhat different. Here lack of material is not the source of trouble; the higher prices being the direct result of the enormous demand and the high price of labor. A word in regard to the latter. Over the entire continent prosperity prevails. For a number of successive years the farming communities of the greater proportion of the land have been favored with good crops. Everywhere fairly remunerative prices have prevailed for all kinds of farm produce; consequently farmers have had more money to spend. A tremendous increase in manufactured products has resulted and in order to get men, manufacturers have been compelled to pay higher wages. With the formation of the labor unions wages have gradually but surely soared skyward. These things all tend to increase the cost of production, and they have reached such a stage now that the advances can no longer be absorbed by the manufacturer, the jobber, or the dealer, and therefore must ultimately be borne by the person purchasing for use.

The foregoing are the outstanding reasons for advanced prices. They are neither immoderate and unjustifiable, and the farmers have no cause to grumble at having to pay their share of these increased charges. There is nothing dishonest about them and no man, whether he be manufacturer, jobber or dealer, is getting more than that to which he is justly entitled.

The West's Industrial Centre.

Clearly illustrative of the tremendous agricultural progress Western Canada is making is the marvelous growth of Winnipeg as an implement and vehicle jobbing centre, and the wonderful development of the different wholesale houses handling these lines that are located here. To those not acquainted with conditions in the West many of the statements made, in reliable journals of the country, regarding this advancement, savor of the improbable, yet careful investigation will bear them out, as a rule. No member of the manufacturing trade visiting this city and country with the Canadian Manufacturers' Association could fail to be impressed with these evidences of past and prevalent prosperity and future greatness.

As one gentleman said: "Your progress amazes me. It is true I expected to find a big city here, but such expansion as has been made in connection with your wholesale section is far beyond what I anticipated." It could not but be otherwise. Winnipeg, aptly termed "The Gateway of the West," has sprung from a village of a few hundreds to a proud city of a hundred thousand population in thirty years. Its location destines it to be the "Chicago of Canada," and we are confident that its growth during the next three decades will far surpass that of the last three. Acknowledged as the leading centre for the distribution of farm implements and vehicles in the Dominion, in point of importance it ranks behind only Kansas City, Mo., Omaha, Neb., Minneapolis, Minn., St. Louis, Mo., and Dallas, Tex., on the continent.

Will the visit of the Manufacturers' Association lead to the establishment of branch factories in the West? This is a question that is agitating the public mind in this territory at the present time, and its early and affirmative solution means much to the people of Western Canada. Already there is very creditable increase in our manufacturing industries, and each season marks the addition of more. The whole territory is benefited by these establishments and it will ever continue to be.

As Winnipeg is situated right at the threshold of this great wheat-growing country, there are many reasons why this should become the manufacturing as well as the distributing point of the West. Being the chief railway centre, through which all our great trunk lines must pass, and having plenty of cheap power close at hand awaiting development, it is but logical to assume that here the bulk of future industrial pursuits will be located. Here, also, is the centre of the labor market, and contemplating manufacturers must ever take this important question into consideration when discussing the advisability of establishing branch factories in Western Canada. For the present Winnipeg offers the greatest inducements to members of the industrial world and the greatest rewards must fall to those first on the ground. We confidently believe in the ultimate development of many other cities and towns in the West as manufacturing points, but just now Winnipeg must receive the most attention from the economical manufacturer. This is due to her natural location, her unsurpassed railway facilities, her excellent prospects for cheap electrical energy in unlimited quantities, and her abundant labor market; all of which are so extremely essential to profitable manufacturing. To the captains of industry the writing on the wall says: "Come, and come soon, or many opportunities will be forever lost."

A. P. Ketchen, B.S.A.

Mr. A. P. Ketchen, B.S.A., the subject of our illustration, recently resigned from the editorial department of the Nor'-West Farmer, to become Deputy Minister of Agriculture for the Province of Saskatchewan, entering upon his duties in that capacity at Regina on the 1st of October. Having known Mr. Ketchen intimately for a number of years, both in public and private life, we feel that the people of Saskatchewan and Minister of Agriculture Motherwell are to be congratulated on having secured his services. Brought up on his father's farm in Huron County, Ontario, the new appointee received a thorough education in practical mixed farming, devoting particular attention to heavy horses and beef cattle. In 1900, after spending two years in the cement business in connection with practical barn and house construction with Isaac Ussher, of Queenstown, Ont., Mr. Ketchen went to the Ontario Agricultural College, Guelph, Ont., from which he graduated at the head of his class with the degree of Bachelor of the Science of Agriculture in 1903. After graduation he became Assistant Live Stock Commissioner for Canada, but as that office did not at that time permit of expansion he resigned in favor of a position on the staff of the Nor'-West Farmer in Nov. 1904. During two years residence in the West he has made many friends. A man of scholarly attainments, of unostentatious manner and pleasing personality and a platform speaker of power and ability, Mr. Ketchen goes to his new field excellently fitted for his work there. We regret his departure from our midst but we wish him every success in his new sphere.

Commercial Traveller Tax to be Abolished

At the conference between the Provincial Premiers and the Ministers of the Dominion Government held at Ottawa recently, it was moved by Premier Roblin of Manitoba and seconded by Premier Peters of Prince Edward Island, that the conference recommends the abolishment of the special tax on commercial travellers by each Legislature, providing that the recommendation be not applied to any license payable under any act concerning the sale of intoxicating liquors ; and further that the Legislatures of the several provinces shall make no discrimination in the taxation of companies incorporated by the Dominion and companies incorporated by the Province wherein such tax is imposed. These recommendations were adopted, except that Premiers Whitney of Ontario and Murray of Nova Scotia stated that they desired to consult their colleagues before assenting to the second part of the resolution.

Personals.

Mr. J. A. Campbell is starting a blacksmith shop at Star City, Sask.

Mr. I. Winters has opened up in the harness business at Vermillion, Alta.

The Verity Plow Co., of Brantford, Ont., is making considerable additions to its present plant.

A firm by the name of Moyer & Wood recently opened a woodworking shop at Didsbury, Alta.

Mr. J. J. Hughes, implement dealer at Pilot Mound, Man., was recently burned out. We extend our sympathy.

Mr. J. A. Findlay recently succeeded to the implement and vehicle business of Mr. E. B. Shantz ot Carstairs, Alta.

Mr. G. C. Dick opened up in the implement and vehicle business at Langham, Sask., a short time ago.

Harbison & Robertson are the names of two partners in a harness business recently opened up at Innisfail, Alta.

Mr. W. Stirling, who has been engaged in the farm machinery business at Caron, Sask., recently sold out to Mr. Chas. Johnston.

Mr. W. S. Peters, one of the well-known implement dealers of Wawanesa, Man., was recently succeeded by Mr. R. Robertson.

Johnson & Wagner is the name of a firm recently commenced in the agricultural implement business at Brownlee, Sask., a new town on the Soo Line.

Mr. Roy Fleming, who has been operating a livery and implement business at Penhold, Alta., sold out the former a short time ago to Mr. W. Shuh.

The livery and agricultural implement firm of Nesbitt Bros., Melfort, Sask., dissolved partnership a short time ago. Mr. D. Nesbitt will continue.

Mr. A. A. Eich is the latest addition to the ranks of the implement fraternity at Weyburn, Sask., having commenced there but a short time ago.

Edwards & Tucker, who have been engaged in the implement and vehicle business at Kroneau, Sask., for some time, recently dissolved partnership. The business will in future be carried on by A. F. Tucker.

The implement firm of McLeod Bros., of Grenfell, Sask., has been succeeded by a new concern recently formed, which will operate under the name of McLeod & Cummings.

Mr. John Manuel, implement and vehicle dealer of Edmonton, Alta., passed through Winnipeg during the past month on his return from a business trip to the East and South.

It is reported that the implement and furniture firm of A. E. Hiscox, Vermillion, Alta., is negotiating with another local firm, Heath & Howard by name, for the purchase of his business.

Mr. Fred White, General Manager of Geo. White & Sons, London, Ont., was in the city and West for a few days recently. He was well pleased with prevalent conditions and the outlook for the future.

Wm. Irwin, a well-known Newdale, Man., dealer, disposed of his lumber business to the Prairie Lumber Co., and will in future give his entire attention to selling agricultural implements and vehicles.

Mr. J. W. Hughes, of the J. L. Owens, Co., Minneapolis, Minn., was in Winnipeg on a business trip October 16th. While here he paid us a visit and stated that he was most agreeably surprised at the size of "The Gateway of the West."

Mr. I. C. Nelson, of the Stewart-Nelson Co., of this city, recently returned to the office from a trip West. As usual, I. C. saw a few good orders while away and promptly brought them home with him. He reports a first-rate trip.

We understand that in order to meet the increasing demand for their wagons, the Bain Wagon Co., of Woodstock, Ont., have decided to build a 120 x 60 ft. addition to their present plant. Bain wagons are sold by the Massey Harris Co.

In this issue the C. A. McDonald Co., of Mortlach, Sask., are advertising an implement business for sale. This is the business of Adolph & Co., at that point, and is said to be one of the best in that province. Full information may be had from the McDonald Co., upon application.

Mr. H. F. Anderson and Mr. Joseph Bryan, of the H. F. Anderson Co., of this city, recently made a trip West, travelling together as far as Regina. From this point Mr. Anderson returned home, Mr. Bryan continuing on towards Calgary and Edmonton, stopping off at the principal points along the route.

Mr. H. H. Rogers, assistant manager of the Canadian Moline Plow Co., of this city, is at present on a Western trip in the interests of his firm. While away he will stop off at several points in Saskatchewan and all the principal points in Alberta. He will be absent about three weeks or a month.

On September 27th, the large warehouse of the Boyce Carriage Co., on Ross Avenue, took fire and before being controlled resulted in damage amounting to over $5,000, in stock and interior fittings. It was fully covered by insurance, however, and already workmen are busy making the necessary repairs.

The Lamb Fence Co., who have heretofore occupied space in the warehouse of the Ontario Wind Engine & Pump Co., have just moved out to take possession of their new quarters recently erected at the corner of Nena Street and Henry Avenue. This will give the Ontario people their entire building and owing to the great increase in their business in this territory they need it.

Senator L. M. Jones, President and General Manager of the Massey Harris Co., at Toronto, recently made a tour of the Western agencies of the company. On this trip he was accompanied by Mr. C. H. Whittaker, Manager of the Mani-

toba Branch, Winnipeg, Mr. Geo. Forsyth, Manager of the Saskatchewan Branch, Regina, and Mr. W. G. Hunt, Manager of the Alberta Branch, Calgary.

It is understood that the H. F. Anderson Co., of this city, are forming themselves into a joint stock company, for the purpose of adding a very considerable amount to their present capital. This step is necessary on account of the progress this concern is making. Arrangements have been concluded for the location of warehouses at both Regina and Calgary, and these will be ready in good time to take care of next season's business.

Mr. John S. Taylor, superintendent of the Paris Plow Co., of Paris, Ont., was in Winnipeg visiting the Western headquarters of the company during the past month. While here, accompanied by Mr. R. H. Felker, manager of the local office, he took a trip over this territory. He was greatly surprised at the size of the city and the many fine buildings here and returned home most enthusiastic over conditions throughout this country.

The Ideal Fence Co. is one of the latest companies incorporated under a Manitoba charter. It is composed of members of the McGregor-Banwell Fence Co., of Walkerville, Ont., and will engage in the manufacture of fencing in Winnipeg, on a site opposite the C. P. R. shops. A two storey brick building is being erected for factory purposes. When completed machinery will be immediately installed and this concern will be in a position to look after business for the coming season.

Mr. A. C. Barber, assistant trade manager of the Moline Plow Co., with headquarters in Moline, Ill., recently returned to his home after having made an extensive trip over the Canadian West. Accompanied by Mr. J. J. Bugee he went from Winnipeg to Edmonton, via the C. P. R., Prince Albert branch and the Canadian Northern Railway, stopping off at all the principal points along the road. He returned home via Calgary and along the main line of the C. P. R. This was Mr. Barber's first trip in Western Canada and as a result he was most enthusiastic over the country and its future prospects.

Mr. T. H. Kelly has opened a harness shop at Estevan, Sask.

J. R. Boyd has just commenced in the harness business at Milestone, Sask.

Beattie & Fleming, implement dealers at Binscarth, Man., have been succeeded by Irwin Bros.

Moffat & Son, dealers in agricultural machinery at Claresholm, Alta., recently sold out to Mr. F. Miller.

It is reported that the implement firm of Weil & Mansell, Prince Albert, Sask., are giving up business.

Tanton, Munro & Gram is the name of a new addition to the agricultural implement fraternity of Wilcox, Sask.

Mr. R. C. Anderson, Sales Manager and Secretary of the J. I. Case Plow Co., Racine, Wis., was in the city for a number of days recently visiting the Balfour Implement Co., who handle this firm's well-known plows in the West.

Mr. J. J. Roach, of the staff of the Mount Forest Carriage Co., of Mount Forest, Ont., who has been on the road in this territory for A. C. McRae, the company's representative in Western Canada for some months, recently returned home.

Work has just been started on the new three storey addition the Cockshutt Plow Co., of this city, are making to their four storey and basement office and warehouse building at the corner of Princess Street and Alexander Avenue. When completed this will give the Cockshutt Co. the highest building devoted exclusively to farm implements in Western Canada. Extensive improvements are also being made in connection with the elevator facilities, and a sprinkling plant of the most modern type will be installed. The work is being rushed to completion.

Mr. Archie G. Watson, manager of the John Watson Mfg. Co., of this city, who went to the factory of the company at Ayr, Ont., two months ago, owing to the serious illness of Mr. D. W. Watson, returned home about the first of the month. In conversation with Mr. Watson he informed us that the last reports from Ayr indicated that Mr. W. D. was making very favorable progress. Speaking of business he said that the factory had to work at full pressure in order to fill orders,

GET

the KENTUCKY agency and you will see that it pays to sell a machine that YOU can guarantee.

Kentucky Drills are peculiarly adapted to the needs of the North-West farmer.

ALL STYLES, ALL SIZES.

Send for Catalogues.

The American Seeding-Machine Company, Inc., WINNIPEG, Man.

KENTUCKY

Single Disc, Double Disc, Shoe.

"Good as Wheat in the Mill."

GRAIN DRILLS

Interchangeable.

and that throughout Ontario prosperity prevailed. However, Archie was glad to get back home.

Mr. Henry Horsman, of Toronto, Ont., late manager of the Western Ontario Division of the Massey Harris Co., and now president of the recently formed Dominion Carriage Co., of Toronto, was in the city for several days about the first of the month. While here he concluded arrangements with the Stewart-Nelson Co., of this city, for the handling of the products of the Dominion Carriage Co., throughout Western Canada. He was eminently pleased at securing such a connection and returned home delighted with the results of his visit and the evidences of prosperity to be seen in this city and country.

Mr. Byron E. Huntley, president of the Johnston Harvester Co., of Batavia, N. Y., died at his home there on September 28th. Mr. Huntley was the pioneer exporter of harvesting machinery from this country to Europe. He crossed the Atlantic Ocean some sixty-four times attending to the introduction of this class of goods into the lands of the old world. One or two of the machines which he first took to Europe are still among the leaders in the export trade. For his services in this direction he was signally honored by the French Government, being made a Chevalier of France. He was eighty-one years of age at the time of his death, which resulted from general debility, brought about by a stroke of apoplexy suffered four years ago. He never married and is survived by one sister, Miss Frances J. Huntley, who lived with him.

During the past month the Wm. Johnston Co., of this city, have made several additions to their travelling staff, in order to take better care of their ever-growing business throughout the West. Among the gentlemen who have joined their forces we find Mr. C. D. Ellwood, who was formerly connected with the Massey Harris Co., and previous to that with the Sawyer & Massey Co. Mr. Ellwood brings to his new place years of experience on the road in connection with machinery lines and should prove a business-getter of the first calibre in his new field. His headquarters will be Regina. Another gentleman, a "knight of the road," who has just commenced work for the Johnston Co., is Mr. A. J. Cartwright, who was for a considerable period in the employ of the Sylvester Manufacturing Co., of Lindsay, Ont. We have not yet met Mr. Cartwright, but if he had the ability to get business in the "effete" East his success is assured here. He will work out of Calgary. Mr. J. P. Brown will travel out of Winnipeg for the same concern. He was previously engaged in the management of Capt. Robinson's implement business at Selkirk, Man., therefore has a thorough knowledge of trade conditions in this territory. We have every pleasure in wishing each of the above gentlemen success.

Offers Stock to Dealers.

A venture that will be watched with great interest by the implement dealers of both Canada and the United States was recently launched by the Acme Harvesting Machine Co., of Peoria, Ill. The object of this scheme is to increase the capital stock of the company from $2,000,000 to $3,000,000, and in order to accomplish this it has been decided to place the business on a co-operative basis.

The company offer the $1,000,000 increase in preferred stock to implement dealers, consisting of 10,000 shares of $100 each, which is to be disposed of in blocks of not less than five shares to each purchaser. The present capital will be turned into common stock. The preferred stock, that offered to dealers, will be fully paid, non-assessable, six per cent., cumulative, and fully participating. It will have priority over the common stock both as to assets and dividends.

It is said this action on the part of the Acme Co., management is due in part to a desire for more funds in the operation of their business and partly to effectually disprove certain rumors that the International Harvester Co. control the Acme line. Large co-operative propositions have, as a rule, been unsuccessful in the past and the progress of this one, as we say, will be watched with interest.

How about taking an inventory of stock at this time. Some days must be slack at this season. Wouldn't it pay to take advantage of this lull in the way suggested?

FAIRCHILD CUTTERS

Are Trade Getters

Are you catering to this trade? If not better write us now for our latest catalogue showing designs.

WE ILLUSTRATE HEREON

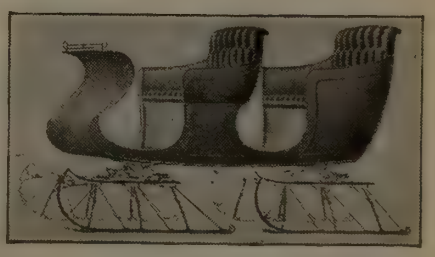
4 ONLY OF THE

35 STYLES

WE CARRY IN STOCK.

PRICES ARE MODERATE.

No. 251.



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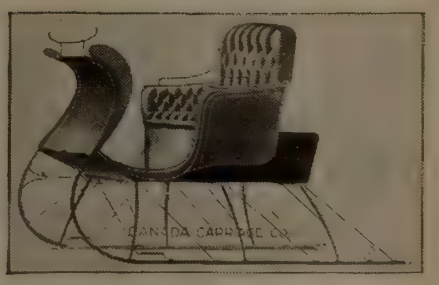


No. 224.

The FAIRCHILD CO. Limited,

WINNIPEG REGINA CALGARY

The Turkey's Lament.

They took me out this morning
And tied me to a post;
I didn't feel a bit alive,
But felt just like a ghost—
I knew that in a jiffy
I would be a turkey roast.

Once more that devilish farmer said,
"I believe he's looking thinish;"
But when I saw his evil grin
And when he went to get the ax
My fears did not diminish,
This turkey saw his finish.

And when he raised the fatal ax
I didn't even swear;
I proudly lifted up my neck
And made a turkey prayer;
I thought I'd try to—
(ZING! THE AX FELL.)

A Big Deal.

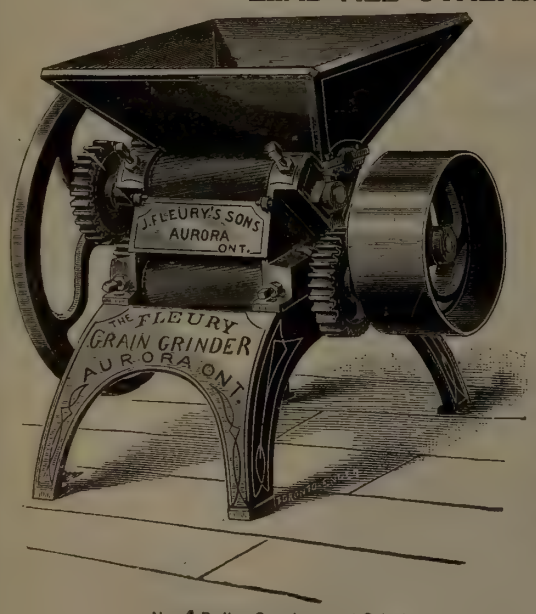
An extensive merger which places the Moline Plow Co. on a par with the biggest in the implement world was completed recently when the Moline Plow Co. officially took over the Henny Buggy Co., of Freeport, and the Mandt Wagon Works, of Stoughton, Wis., incidental to a meeting of the stockholders of the three companies interested. The capital stock of the Moline Plow Co. will be increased to $6,000,000, and stock in the new and enlarged company will be given in exchange for the stock of the Mandt and Henny plants.

Both the Mandt and Henny companies have existed under separate incorporation, though under the direction of the Moline Plow Co., the controlling stockholders of which dominated in the affairs of the smaller companies. The former capital stock of the Moline Plow Co. was $4,000,000 and this has now been increased $1,200,000. The absorbed stock of the Mandt Wagon Co. amounts to $500,000, and that of the Henny Buggy Co. to $200,000. To complete the full capitalization of $6,000,000, $100,000 worth of stock has been created to be sold to employees.

This move has been in process of perfection for the last sixty days. It is expected that the transfer will be completed within thirty days. Under the new management the Mandt Wagon Co. and the Henny Buggy Co. will be preserved under nominal capitalizations in order that the names may continue to be used by the larger corporation.

Fleury's Roller Grinders

LEAD ALL OTHERS.



No. 4 Roller Crusher and Grinder.

They are the *same* in *principle* as the rollers *used* in the best equipped most *modern Flour Mills. Heavy, strong* and *durable, FLEURY'S GRINDERS* can be operated at the *minimum of cost. Solid Steel Shafts* with bearings of *Babbit Metal.* Made with *two* or *three rollers* in *five sizes. Highest capacity* according to *quality of work* desired.

"WHERE MERIT TELLS, FLEURY'S LINE SELLS."

Manufactured by

J. FLEURY'S SONS, Aurora, Ont.

GENERAL AGENTS FOR WESTERN CANADA

THE FAIRCHILD CO., Ltd.

WINNIPEG REGINA CALGARY

Get Your Dues.

Most men fail in business not because they don't do enough business, but because they don't get paid for what they do. Slovenliness in collection is the source of more failures than anything else. When a man keeps his collections up he is not only doing his duty to himself but to society. It is only fair to the civilized world that everyone should row his weight in the boat. The deadbeat, by letting collections go, is making it harder for others to pull the boat.

A few weeks ago a deadbeat tried to slip out of town, and a merchant nabbed him. That was right. It taught the beat a lesson. Whenever you hear a man abused by loafers, listen and learn if he does not insist on making loafers pay their bills. If he does—respect that man.

The world is full of good men whose widows live on their relations, and when a man comes along who is fair and honest and insists to the point of a row on the other man being equally fair and honest, he has done the world a service.

There are too many spongers in the world.—William Allen White.

Dimes and Dollars.

If you hold a dime close to the eye and a dollar a little way from the dime you cannot see the dollar because the dime completely obscures your vision. So is it with the man who permits the price of advertising space, in the trade journal representing the line of business in which he is interested, to obscure his vision so that he cannot see the results (usually ten times the amount) just on the other side. Remove the obstruction to your sight, resolve that you will place your advertising to the implement dealers of Western Canada in Canadian Farm Implements, and send us copy for next issue at once.

Carriage Heaters a Profitable Line.

With the advent of cold weather, people who ride begin to think of means to comfort. Nothing in the modern line of accessories for carriage, wagon or sleigh approaches the convenience and comfort to be derived from a good carriage heater. Dealers who carry them find no trouble in disposing of them in goodly numbers, and they add not a little to the season's profits. The Clark Carriage Heaters, advertised elsewhere in this issue, have an acknowledged reputation, wherever cold weather comes, as the most substantial and efficient heaters made. They are made of metal throughout and are solidly riveted.

Most of the nineteen styles in which these heaters are made have handsome carpet covers. Clark Coal is a prepared fuel of a high order. The makers guarantee every brick of it to heat longer and stronger by 25 per cent. than any other fuel ever made. Dealers who have not handled these goods in the past will do well to investigate.

Making Large Additions.

The Superior Division of the American Seeding-Machine Co. have just started work on their new warehouse and factory buildings at Springfield, Ohio. These will be pushed to completion as rapidly as possible owing to the urgent need of more room in the several departments that are to be relieved by the new structure. An entirely new forging department will be a feature of the new shops and it will be fitted with the most powerful machinery of the latest design. A large part of the setting-up section will be moved to the new building. This change will permit the extension of the wood-working department, giving almost an acre and a half of additional floor space.

United States Foreign Trade.

The foreign commerce of the United States has crossed the three billion dollar line. In the twelve months ending with August the imports were $1,254,399,735 and the exports $1,759,417,898, a total for the twelve months of $3,013,817,633. The total for the fiscal year 1906 exceeded three billion dollars if the trade with the noncontiguous territory were included, but in this case the three billion dollar line is passed without including the trade with the noncontiguous territory, which is no longer considered by the bureau of statistics as foreign trade.

See to it that your reserve stock of enthusiasm is not allowed to diminish.

The Problem of the Farm.

By James J. Hill, President of the Great Northern Railway.

Notwithstanding the addition of more than 1,000,000 people a year from abroad, nearly all of them men and women who must work for a living, labor outside of the cities was never so scarce or wages so high as at the present time. Immigration lingers in the great centres and adds to the difficulties attending employment. The farms stretch out their hands in vain. Railroads, in making extensions, have to get help at the highest market price and find a large percentage of those whom they employ mere hoboes, who desert as soon as they have succeeded in getting transportation from one part of the country to another. Farmers beseige the employment agencies in vain, and often offer the lazy tramp a sum for a day's work in the field unheard of in any other country in the world. The situation grows more embarassing yearly. Hours of labor are being reduced in some of the States for farm as well as shop hands. Men are scarcer as the movement of population to the cities grows more pronounced. A considerable portion of this year's magnificent crop will be either reduced in quality or altogether lost by reason of the impossibility of getting labor to handle it properly. The country needs more workers on the soil. Not to turn the stranger away, but to direct him to the farm instead of the city; not to watch, with fear, a possible increase in the birth rate, but to use every means to keep the boys on the farm and to send youths from the city to swell the depleted ranks of agricultural industry, is the necessary task of a well advised political economy and an intelligent patriotism.

Within twenty years, we must house and employ in some fashion, 50,000,000 of additional population, and by the middle of this century, there will be approximately two and one-half times as many people in the United States as there are to-day. No nation in history was ever confronted with a sterner problem than this certain prospect sets before us. What are we to do with our brother, whose keepers we are? How are we to provide our children with shelter and their daily bread? Our arable public lands have almost disappeared.

THE GREAT RESOURCE.

Our one resource, looking at humanity as something more than the creature of a day, is the productivity of the soil. The reckless distribution of the public land, its division among all the greedy who choose to ask for it, the appropriation of large areas for grazing, have absorbed much of the national heritage. Only one-half of the land in private ownership is now tilled. That tillage does not produce one-half of what the land might be made to yield without losing an atom of its fertility. Yet the waste of our treasure has proceeded so far that the actual value of the soil for productive purposes has already deteriorated more than it should have done in five centuries of use.

On the new lands of the West, where once the wheat yield was from twenty to thirty bushels an acre, it is now from twelve to eighteen. Frankly and without shame, this is attributed to the wearing out of the soil, as if the earth were a garment that must be destroyed by the wearing. If the earth, the mother of humanity, is to "wear out," what is to become of the race?

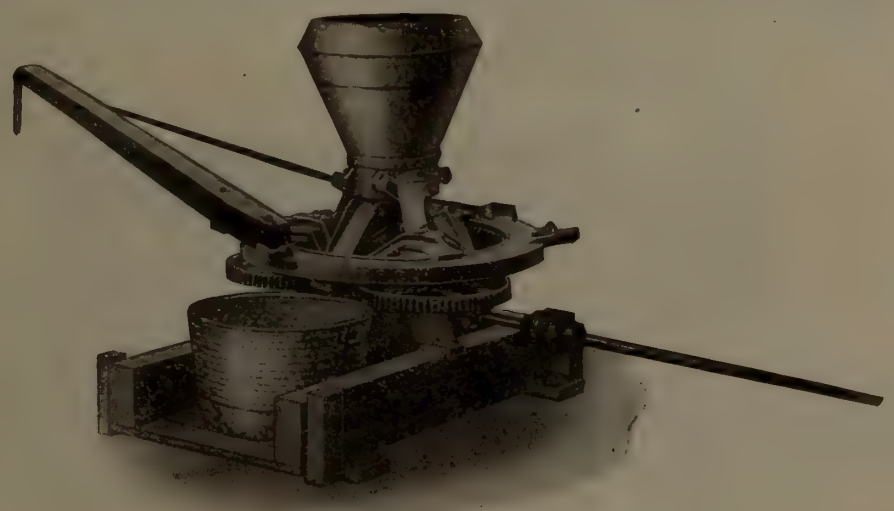
Certain it is that the time has come for setting our household in order and creating a serious study of national activity and economy according to a truer insight and more rational mood.

The first step is to realize our dependence upon the cultivation of the soil. The next will be to concentrate popular interest and invention, and hope upon that neglected occupation. We are still clinging to the skirts of a civilization born of great cities. We, at this moment, use a slang which calls the stupid man "a farmer." Genius has shunned the farm and expended itself upon mechanical appliances and commerce and manifold activities whose favorable reactions filter back slowly to the plot of ground upon which solidly stands the real master of himself and of his destiny. If we comprehend our problem aright, all this will change, and a larger comprehension of agriculture as our mean resource and our most dignified and independent occupation will, for the future, direct to their just aim, in the improvement of

The Ideal Feed Mill and Horse Power Combined

TWO MACHINES IN ONE—A HORSE POWER and FEED MILL. IT SELLS, IT SATISFIES, and IT MAKES THE DEALER MONEY.

Mr. DEALER,—
This will be a great season for stock feeding; and farmers, stock raisers and dairymen need a machine just like this.



No. 15 FEED MILL AND HORSE POWER COMBINED

Made as a 2 or 4 horse machine, with a 13 ft. tumbling rod and a 24 in. pulley. As a power it will drive a feed cutter, grain elevator, wood saw, etc.

Get our price of the No. 15 Outfit. It grinds perfectly, it sells to every up-to-date farmer, and gets the dealer business at the time of year when he needs it most. Full stocks carried at Winnipeg and Calgary.

CANADIAN MOLINE PLOW CO., WINNIPEG.

methods and the increase in yield, the wisdom and the science and the willing labor of the millions, who thus may transmit to posterity an unimpaired inheritance.

DON'T KNOW AGRICULTURE.

Agriculture, in the most intelligent meaning of the term, is something almost unknown in the United States. We have a light scratching of the soil and the gathering of all that it can be made to yield by the most rapidly exhaustive methods. In manufactures, we have come to consider small economies so carefully that the difference of a fraction of a cent, the utilization of a by-product of something formerly consigned to the scrap heap, makes the difference between a profit and bankruptcy. In farming, we are satisfied with a small yield at the expense of the most rapid soil deterioration.

When we have added to the national export trade, $500,000,000 a year, the country rings with self congratulation and we ask the plaudits of the world. If a process for extracting metallic wealth from bricks were to be discovered to-morrow, such as to assure the country an added volume of 1,000,000,000 in wealth every year, the nation would talk of nothing else. Yet these things would be but a trifle when compared with the possibilities of agricultural development in the United States. The official estimated value of all farm products of the country last year was $6,415,000,000. Discount this for high prices and generally favorable conditions by 20 per cent., and over $5,000,000,000 remains. It is also officially recorded that of the appropriated farm area of the United States, a little less than one-half is under cultivation. Utilize the other half, and without any change whatever in method, the output would be practically doubled. Change methods only a little—not to high-class, intensive farming, but to an agriculture as far advanced as that of those other countries which have made the most of progress—and without any addition whatever to the existing cultivated farm area, the product an acre would be doubled. We should be able, by directing surplus population to the land and by the adoption of a system of culture in full operation elsewhere, to greatly increase the minimum present yield of $5,000,000,000 per annum on farm products. That is, we may add $10,000,000,000 or $15,000,000,000 every year to the national wealth if we so choose. And this is only the beginning.

INTENSIVE FARMING NECESSARY.

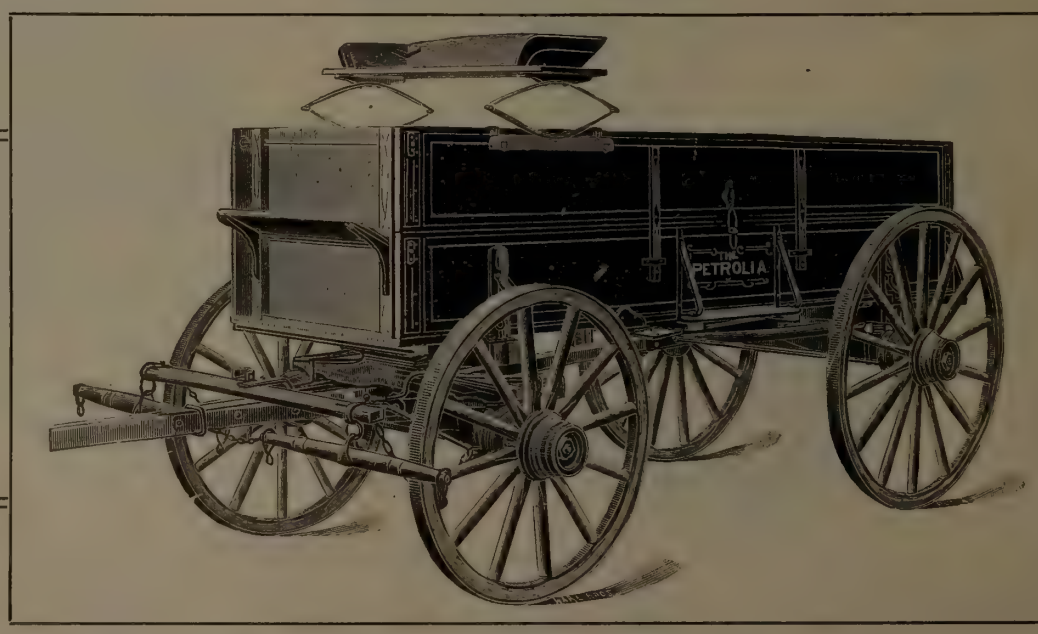
We no more know what is the maximum food-bearing capacity of the earth or of any small portion of its surface than we do the rate at which people may be able to travel a century from now. But what has been done is sufficiently startling. A population of 45,000,000 people in Japan is supported on 19,000 cultivated square miles, aided by the food products obtained from the sea. This is because cultivation in Japan is truly intensive—that is, it is no longer even highly developed farming. but market gardening. As we approach that science, the shelter of plants from frost and unfavorable elements and the treatment of grains and vegetables by separate planting and individual nurture, all limitations upon earth's bounty, appear to recede afar. From 2.7 acres in the suburbs of Paris, there have been grown in a single season, 250,000 pounds of vegetables. A market gardener of Paris declares that all food, animal and vegetable, required for the 3,500,000 persons of two great departments, could be grown, by methods already in use, on the 3,250 square miles of gardens surrounding the city.

It can be shown that an average of two or more persons may be supported on every acre of tillable land by the highest form of intensive farming. But, dismissing this as unnecessary, it has been shown that a people like those of Belgium to-day, not an Oriental race, accustomed to a standard of living and labor inapplicable to us, not living in virtual serfdom, like that of Russia, but an industrious, fairly intelligent and exceedingly comfortable agricultural community, raised from the soil food enough for the needs of 490 persons to the square mile. Adopting provisionally that ratio as a point of departure, though the actual ratio of an acre to population gives a figure considerably higher than this, the 414,498,487 acres of improved farm land in the United States on the date of the last official report, an area materially enlarged by the present time, would support in comfort, 317,350,405 people, enabling them at the same time to

PETROLIA WAGONS

Dealers who handle the Petrolia secure the cream of the wagon business. These wagons are substantially constructed of good material and will withstand the rough usage to which farm wagons are subjected.

Light Draught, Durable.



The Wagon that brings the Business.

The Petrolia Line comprises farm, freight and one-horse wagons, trucks, dump carts, hay and stock racks, sleighs, etc.

For further information write to nearest branch house.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

Western Canadian Branch Houses:
CALGARY, Alta.
REGINA, Sask.
WINNIPEG, Man.

raise considerable food for export and to engage in necessary manufacturing employments. Applying the same ratio to the entire acreage of farm lands within the United States, both improved and unimproved, which was at the same date, 838,591,774 acres, the population indicated as able to live in comfort and prosperity on the actually-existing agricultural area of this country, under an intelligent system and a fairly competent, but by no means highly scientific, method of culture, rises to 642,046,823. The conclusion is that if not another acre were to be redeemed from the wilderness, if the soil were treated kindly and intelligently, and if the industry were distributed duly and popular attention was concentrated upon the best possible utilization of the one unfailing national resource, there would be produced all necessary food for the wants of, in round numbers, 650,000,000 people.

Failing to understand the needs of the hour, or to appreciate the moral to which we point, what fortune must await us? Within twenty years, 125,000,000 people, and before the middle of the century, 200,000,000, must find room and food and employment within the United States. Where are they to live? What are they to do? By that time our mineral resources will have been so nearly exhausted that the industries related to them must fall to a minor place. By that time it is apparent that our dream of conquest of world markets will be a "bursted bubble."

LET US BE WARNED.

Let us be warned in time. On every side there is menace if our national activity be not reorganized on the basis of the old-fashioned common sense. The safety valve for older peoples has been found in emigration. Their very relief has contributed to our danger. The United States cannot follow their example.

The conclusion reached points out and emphasizes a national duty so imminent and so imperative that it should take precedence of all else. It is the foe that has overthrown civilizations as proud, as prosperous, and far more strongly fortified than our own. Nothing can stop the onward march of Nature's laws or close the iron jaws of her necessities when they open to crush their victims.

If we are to walk safely in the way of wisdom, there is much to be done. It is time to begin. There must be first a return to conservative and economic methods, a readjustment of national ideas such as to place agriculture and its claims to the best intelligence and highest skill that the country affords in the very forefront. There must be a national revolt against the worship of manufacture and trade as the only forms of progressive activity and the false notion that wealth built upon these at the sacrifice of the fundamental form of wealth, production can endure. A clear recognition on the part of the whole people, from the highest to the lowest, that the tillage of the soil is the natural and most desirable occupation for man, to which every other is subsidiary and to which all else must, in the end, yield, is the first requisite. With public interest firmly fixed upon the future of the country, in mere self preservation, we must give serious attention to the practical occupation of restoring agriculture to its due place in the nation.

Prepare now to make the new year better than the last. A long start is a sure help.

LLOYD'S

Handy Low Down Suspension Wagon Spring Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.
Order your Supply of Wagons short Seats, and give this Seat a Trial.

Read what a Dealer says:

Heward, Sask.,
January 31st, 1906.

In regard to the Handy Wagon Seats purchased from you would say that they have given us the greatest satisfaction. Customers to whom we have sold this seat are perfectly satisfied and say it is in every way superior to the old style seat. We shall be only too pleased to answer any enquiries regarding this matter, as we believe this will replace the old style seat,

Yours truly, NAISMITH BROS.

AGENTS WANTED

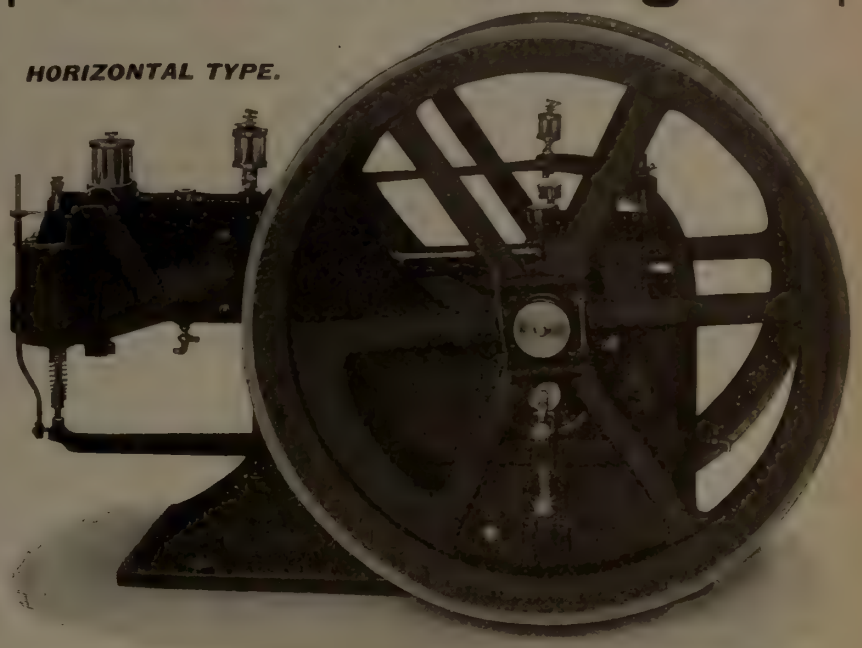
Write for Quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

Brandon Gasoline Engines

HORIZONTAL TYPE.



Where quality is essential, and reliability is demanded the BRANDON commands the trade.

They are neat and compact in design embodying strength and utility and contain the latest improvements for securing the greatest economy in fuel consumption.

By means of a thumb-screw the speed of the Brandon Engines can be changed over 50 per cent. while in operation; this is a feature not found in other makes.

Each Engine is thoroughly tested and operated with full load before leaving our works and a record kept of its performance and a copy furnished the purchaser.

Verticals 1½, 3 and 5 h.p. Horizontals 6, 8, 10, 12 h.p. and up.

Remember three superior points of merit:

Efficiency Reliability Durability

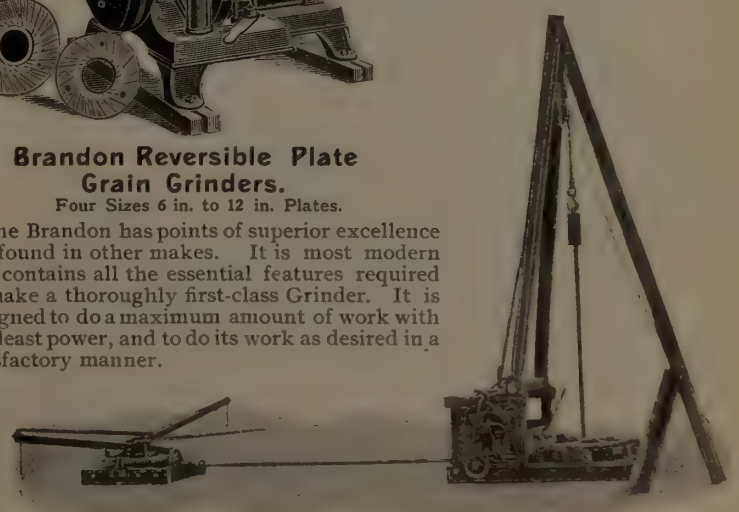
These mean profit to the purchaser and success to the makers.

When you buy a Brandon you get the best Engine on the market with the makers' guarantee and we are responsible, and on the spot to back it up. Why run chances on a foreign make? You know where the Brandon is made. Do you know where the others are?

Brandon Reversible Plate Grain Grinders.

Four Sizes 6 in. to 12 in. Plates.

The Brandon has points of superior excellence not found in other makes. It is most modern and contains all the essential features required to make a thoroughly first-class Grinder. It is designed to do a maximum amount of work with the least power, and to do its work as desired in a satisfactory manner.



WELL BORING MACHINERY—An up-to-date line that will interest you

Our No. 1 Machine is one of the most complete and automatic on the market. Our No. 2 Machine is one of the cheapest complete and successful operating machines made.

Some of the other Lines we Manufacture and Handle:

Sawing Machines, Fanning Mills, Trip Hammers, Pile Drivers, Emery Wheel Stands, Iron and Wood Split Pulleys, Shaftings, Hangers and Couplings, Steel Blowers and Forges, General Machinery Supplies.

Write for Catalogues, trade discounts and full particulars.

The Brandon Machine Works Co., Limited

BRANDON, MANITOBA.

Care of the Gasoline Engine.

Taking proper care of the gasoline engine is a subject that lies close to the heart of every implement dealer. He is well aware how necessary it is to impress his farmer purchaser with the need of looking after it thoroughly. Unless he does the user is liable to neglect it, and a neglected engine will not give satisfaction. This makes endless trouble for the buyer, trouble for the dealer, and oftentimes trouble for the manufacturer. Writing on this subject a writer in Gas Power says:

It is very important therefore that a gasoline engine attendant should understand his ignition apparatus. It is important if he is using a dry cell battery to keep the cells apart a little. Do not let them jam up against each other tightly. They are too liable to short circuit. All the wire connections on the battery cells, spark coil and engine should be kept clean and tight. The spark plug and its mechanism must be kept from short circuit and a badly worn condition, and the spark coil must be kept dry.

Next to the care of the ignition apparatus comes the proper understanding of the valves and all the parts that have to do with actuating them. Nearly all engine valves are opened by what is known as a cam. This cam is attached to a cam shaft that is driven by either a worm or cog gear. There is usually a roller attached to the valve lever that travels or rolls over the cam to open it. Both this roller and cam may become worn so badly as to seriously affect the running of the engine. Keeping them free from grit and well oiled and in good working trim insures their greatest durability. But if they become worn, what will be the result? They will open the valve too late and close it too early, and it will cut off the engine's breathing capacity if it is the intake valve, and choke up its cleaning passage if it is the exhaust valve. If an engine cannot get rid of all its exhaust gases after each explosion, by reason of a worn condition of the exhaust cam, the valve is not opened early enough nor lifted high enough from its seat, nor kept open long enough. The power of the engine will be cut down because the engine cylinder partly remains filled with foul gas after each charge and cannot therefore take a full charge of the fresh mixture. And what it does take of the fresh must mix up with the dead gas it meets in the cylinder which results in only a weak impulse from its explosion, if it is exploded at all.

A charge mixed with previously burnt gas is hard to ignite, and nothing but the best spark will do it. But a pure, fresh, clean charge of gas and air is easy to ignite, even if the cylinder is only half filled with it. A fresh charge makes a strong impulse. But a fouled charge, if exploded at all, makes a weak one. The exhaust valve is thus shown to be very important even in the admission of the proper charge when it is generally regarded as having to do only with the exhaust. Next to knowing that I have a good spark for ignition, when I am caring for an engine, I want to know that the exhaust valve and all its working parts are in the best possible condition. It is necessary to clean the cylinder thoroughly from the burnt gases after each impulse and it cannot be done by a partly lifted or lazy exhaust valve.

The worm or cog gear that drives the shaft on which the valve cams are mounted must not be overlooked. If this gear becomes worn it will cause exactly the same trouble as a worn cam and roller. These gears should be regularly and carefully cleaned and oiled. They often have to do with the operation or actuation of both the exhaust and receiving valves as well as the igniting apparatus, consequently their care is even more important than the care of either of the three mechanisms depending upon them. On a great many engines these gears are not incased and therefore are liable to catch a good deal of dirt, grit or sand which in some sections of the country is continually carried in the air when there is anything like a stiff wind blowing, and for this reason close attention to this gear should be given; it should at least once or twice each day be cleaned and oiled.

The valve and valve seats should come in for a share of attention. Often a valve is practically allowed to wear itself out before it is even suspected that there is any trouble with it. We recall an engine that was condemned at one time just because the person installing it neglected to examine the exhaust valve. He had sold the engine to pull a fan. It was a second-hand engine, which the purchaser knew, and was sold to be in first-class condition. This was true except of the exhaust valve. The engine would not pull the load, and the writer was called as an expert. We found a badly worn exhaust valve that would not hold the compression. We ordered a new valve stem put into the pallet and and the seat of the valve trued up and a new sleeve made to fit the stem. After this was all completed, and put on the engine, it not only handled the fan easily, but ran as well as a new engine. But the purchaser had already made arrangements for other power, consequently the engine went back onto the hands of the seller. A little attention to this valve before it was installed or at the time of installation would have saved quite an expense—and also the reputation of the engine and the veracity of the seller. It pays to care for every part of the engine thoroughly and to repair parts needing it in time.

"OWEN'S"
ADVANCE
MILLS

Will do better work and more of it in cleaning, grading or separating than any other mill. Especially adapted to taking out WILD OATS.

Made in 3 sizes. No.'s 10—12—20. With or without bagger.

The Fairchild Co., Ltd.

WINNIPEG REGINA CALGARY

Improved Features of the "New Superior."

The J. L. Owens Company, Minneapolis, whose Superior fanning mill is handled in Western Canada by the Harmer Implement Co. of this city, have during the summer months been experimenting with this machine with the purpose in mind to: First, simplify the arrangement in the wheat gang; second, increase the capacity of the machine; third, to maintain the separating efficiency of the old arrangement. The Owens Company soon realized that the only weak point in the old machine was the aprons interposed between the sieves in the wheat gang, on account of its poor lasting power and its clogging tendencies. The "New Superior" fanning mill, which is now ready for the market, will have no aprons interposed between the sieves, as the manufacturer has invented a series of new sieves which produce greater effectiveness than the apron system, and at the same time increase the capacity in a truly wonderful degree.

The J. L. Owens Company are now patenting their new invention. The company or their representatives will gladly give all particulars upon request.

A Huge Export Trade.

For the fiscal year ending June 30th, 1906, the value of agricultural implements exported from the United States amounted to the magnificent sum of $24,554,427, exceeding by almost $1,800,000 the figures for the best previous fiscal year, 1904. Of the above sum one-half was paid for mowers and reapers, one-sixth for plows and cultivators, and one-third for all other lines. Argentina proved the largest market, taking $5,963,714 worth of agricultural machinery. Russia was second with $3,851,455 worth, France third with $2,895,243 worth and Canada fourth with goods amounting to the value of $2,281,448.

A New Mutual Across the Line.

At the last convention of the Minnesota Retail Implement Dealers' Association it was decided to form a mutual fire insurance company. However, as one of Minnesota's laws in connection with mutual fire insurance companies stipulates that $75,000 worth of insurance must be written before a charter can be granted, it was felt by the members of the Association that some time must elapse before such a project could be successfully carried out. Recently the directors learned that the charter held by the Minnesota Mutual Fire Insurance Co., of St. Paul, Minn., might be acquired. Receiving the sanction of the State Insurance Department and after making sure of their charter it was bought, the company reorganized, and a board of directors appointed, of which Mr. L. C. Pryor, of Farm Implements, Minneapolis, was appointed secretary. The new mutual starts out with about $8,000 in the treasury, and a nice line of business on the books. It will be conducted in the interests of the policyholders rather than in the interests of individuals. Business will be transacted at as low an expense ratio as possible; the policyholder getting the benefit of the saving effected, In view of their efforts we wish the new mutual every measure of prosperity.

The New Home of the Frost & Wood Co., Winnipeg, under construction.
A description of this building appeared on page 16 of our September issue.

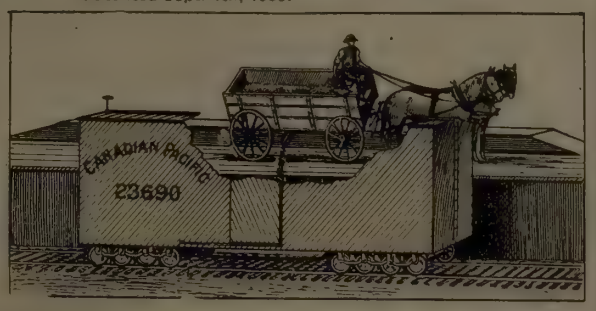
Wants to Control Denatured Alcohol.

Since the passage of the denatured alcohol bill by the United States Government rumors have been prevalent from time to time that certain interests, said to be those of the Standard Oil Co., were approaching manufacturers of spirits in that country, asking them if they would entertain a proposition for the purchase of their plants. So far as has been learned practically all have replied in the affirmative. It is freely asserted in certain circles that the Standard Co. are making these overtures in order to engage in the manufacture of denatured alcohol.

The matter has even gone further than this and it is claimed that representatives of the Rockefeller interests have made statements that it is the desire of their company to control denatured alcohol, which is largely used in the manufacture of certain fabrics, but they emphatically deny that it is because their company fears the competition of alcohol with the gasoline business. The matter was recently discussed at a meeting of the distillers and the oil company's representatives in Chicago, it is stated, and it is mooted that a price has been set on all the leading distilleries in Illinois, and that these plants would eventually pass into the hands of the Standard Oil Co. It is also said that the deal has been on for some months but owing to the high figures demanded by the distillers no understanding could be reached and it is only recently that a price was agreed on

LEDOUX'S SELF-UNLOADING CHUTE

Patented Sept. 4th, 1906.



To unload into a car all that is required is a platform 3ft. higher than those now in use, and the Warehouse Commissioner has power to order the Railroads to build such platforms if the farmers ask for them.

It will unload a wagon of grain in 3 minutes.

A Horse-Power and a Portable Elevator combined in a Wagon.

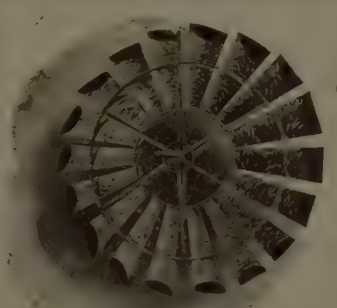
The Chute can be used at the granary with the same advantages.

It is absolutely grain-Proof and does not interfere with the box. No grain grower can afford to be without this labor saving attachment. Mr. Dealer be sure the wagon you handle next year is equipped with this New Device. You will require lots of extra "Chutes" to equip old wagons as it can be readily attached

Place your estimate for 1907 with me at once. One agent wanted in every town in Canada.

Write for Prices and Terms.

WILFRID LEDOUX, Inventor ARNAUD, Man.



3 TRADE WINNERS

CATER'S PUMPS
CHARTER GASOLINE ENGINES
CATER'S STAR WINDMILLS

ASK FOR CATALOGUE

BRANDON PUMP & WINDMILL WORKS

BRANDON, MAN.

REFERENCE BANK B.N.A. BOX 410

FOR SALE

Retail Implement Business new hustling town District served very large. Just developing International and American Lines of Implements. $50,000 turn-over, one competitor. Fine warehouse and lots. Take $4,000 to handle. A.1 reasons for selling. Immense future trade assured.

C. A. McDONALD CO., MORTLACH, SASK.

Time Allotted for Interviews.

On this page we present for the benefit of our readers a list of "Office Rules" adopted in connection with the time allowed for interviewing purposes by a prominent business man of this city. A card bearing these rules is hung on the outside of his office door. Before entering, an interviewer decides under which classification he comes and governs himself accordingly.

OFFICE RULES

ENDORSED BY

CANADIAN FARM IMPLEMENTS.

	Hrs.	Min.	Sec.
Friendly calls	–	2	–
" " (when busy)	–	1	–
Life Insurance Agents	–	–	4
Book Agents	–	–	2
Friends with great scheme	–	–	5
" " a sure winner	–	–	1
" " the latest story	–	–	5
" wanting to borrow $5.00	–	–	3
" " " $10.00	–	–	2
" " " $100.00	–	–	1
" " an extension	–	–	2
" " us to go fishing	7	45	–
" who invite us to lunch	–	60	–
" " " " drink	?	?	?
Bores (Male)	–	–	4
" (Female)	–	–	6
" " (if attractive)	–	10	–
Collectors (we remit by mail)	–	–	11
Advertising Solicitors	–	–	5
Settlers of Old Accounts	23	59	59
Brothers in the Trade	1	30	–

Answering Advertisements.

To any concern carrying on a modern publicity campaign, a most important consideration is a desire to know from what mediums the most profitable results are secured. Like the advertiser, the publisher is anxious that his readers mention his publication when writing his clientele, and for that reason we see in almost every trade paper or magazine of today that well-known line: "Mention our publication when writing advertisers." When a reader follows this action he not only pleases and gratifies the firm carrying on the publicity campaign, but he shows that he appreciates the value of the paper in which the advertisement appears.

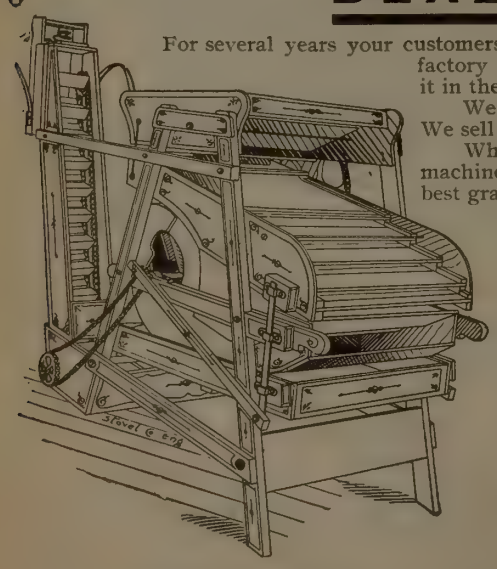
The majority of people who pick up magazines and trade papers first give their attention to the advertisements before going to the reading matter. As a rule, in almost eighty per cent. of cases, they find something in that section that directly appeals to them. It is their intention to write, asking literature and further particulars concerning the article that has attracted their thought, but they make no particular note of the advertisement at the time, feeling sure that they will be able to refer to it later. In the meantime, the publication gets lost or has been given away, and both the reader and the advertiser suffer in consequence.

An exceedingly easy way to overcome this difficulty is to have an old copy of a journal on your desk with the pages indexed with the letters of the alphabet and numerous subdivisions for filling in details. When an advertisement is found that proves interesting, cut it out and slip it into the proper alphabetical place in the book. As these advertisements are only for a day and are seldom wanted longer, this way of keeping them is inexpensive and handy and fills the requirements entirely.

Another method, however, and one that is of greater value from a reference standpoint, is to file your papers as they are received. A monthly publication does not make a very large volume in a year and not only the advertisements are thus preserved but the reading matter is always at hand. By getting a card index and noting thereon whatever advertisements interest you, giving the page number and date of issue of the paper, you have all that is required, and in this way copies of your paper need not be mutilated. Advertisements, when kept for reference purposes, are of the greatest value to the business man of today. By keeping posted on all that is new in publication circles, a dealer is kept in the closest touch with the very latest movements of the manufacturers and jobbers. He absorbs many of their ideas and with most profitable results.

Patronize the paper that is published in your interests. Those issuing it are ever ready and anxious to make it of the utmost value to you, and it is their aim to make it as a reference book for you. Remember when writing advertisers, that you are showing your appreciation of the efforts of the publishers when you mention their paper. Canadian Farm Implements is published in the interests of the implement and vehicle

DEALERS



For several years your customers have been looking for a satisfactory grain cleaner. They will find it in the "HERO."

We don't peddle our machines.—We sell to the trade only.

When you are handling the best machinery in other lines, handle the best grain separator on the market.

Your success depends on the prosperity of the farmer; his in turn depends on the quality of his seed. The "Hero" will satisfy him because it will clean with equal facility wild oats or other foul seeds from wheat.

We have the machine that will interest you, that will pay you, and that will satisfy your customers.

MANUFACTURED BY

Hero Manufacturing Co., Ltd.

COR. C.P.R. and JACKSON AVE.

ELMWOOD, - WINNIPEG

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all.

Yours for the asking.

Your attention is called to

NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

dealers of Western Canada alone. We are not catering to a half a dozen other interests or trying to serve any but those connected with this particular line of business. Our paper is got out exclusively for the benefit of the trade, and for this reason we claim the hearty support of every man connected with the trade. Let us have every dealer mention our paper when writing advertisers.

What Catalogue Houses are Doing for Farmers.

Trenchant, truthful, logical and penetrating argument, presistently carried on, is the sort that always has been and always will be the most successful in remedying and ameliorating existing evils. The catalogue or mail order house, as every dealer knows, is an evil, and one whose growth in Canada is a threatening menace to the merchants and dealers of the towns and villages of the West. Every honest and legitimate effort that is put forth to stamp out such methods of trading means for the betterment of our whole country. A writer in Stoves and Hardware Reporter cites the following points to show the relationship that exists between the catalogue house and the farmer, from the standpoint of the former:

1. You shall sell your farm products for cash wherever you can, but not to us; we do not buy from you.

2. You shall believe our statements, and buy all you need from us, because we want to be good to you, although we are not personally acquainted with you.

3. You shall send the money in advance to give us the chance to get the goods from the factory with your money; meanwhile you will have to wait patiently a few weeks because that is our business method.

4. You shall apply to your nearest city to aid you in building good roads, so you may conveniently get the goods from the depot that you buy from us, for we do not build country roads.

5. You shall buy church bells and interior church fixtures from us and forward the money in advance, for that is our business method.

6. You shall collect from the business men in your vicinity as much money as you can for the benefit of your churches. Although we get more money from you than they do, still it is against our rules to donate money for building country churches.

7. You shall buy your tools from us and be your own mechanic, in order to drive mechanics from your vicinity, for we wish it so.

8. You shall induce your neighbor to buy everything from us, as we have room for more money.

9. You shall look often at the beautiful pictures in our catalogues so your wishes will increase and you will send in a big order, although you are not in immediate need of the goods, otherwise you might have some money left to purchase necessary goods of your local merchants.

10. You shall have the mechanics that repair the goods you buy from us book the bill, so you can send the money for his labor to us for new goods, otherwise he will not notice our influence.

11. You shall believe us in preference to your local merchants, as we want your cash, but we only become millionaires by chance.

12. You shall, in case of accident, sickness or need, apply to your local dealers for aid and credit, as we do not know you.

RIGHT NOW IS THE TIME

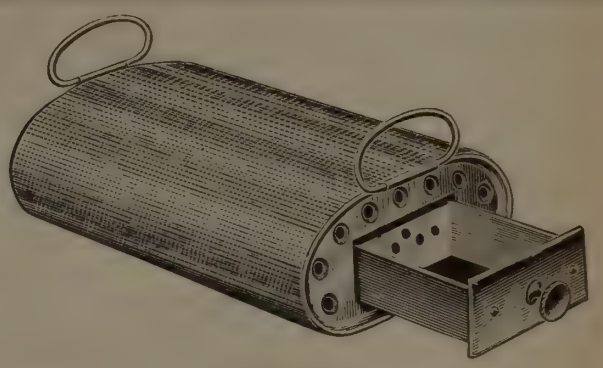
TO GET YOUR SUPPLY OF

CLARK CARRIAGE HEATERS AND COAL

Everyone who rides on cold days needs a Clark Heater. **We make 19 Styles** at prices to suit every purse. The strongest, most efficient and most sightly heaters in the world.

Every brick of Clark Coal carries with it a guarantee to heat longer and stronger by 25 per cent than any other fuel ever made.

Refuse substitutes. The name **CLARK** on heaters and coal is a guarantee of quality.



A CLARK HEATER

CLARK COAL

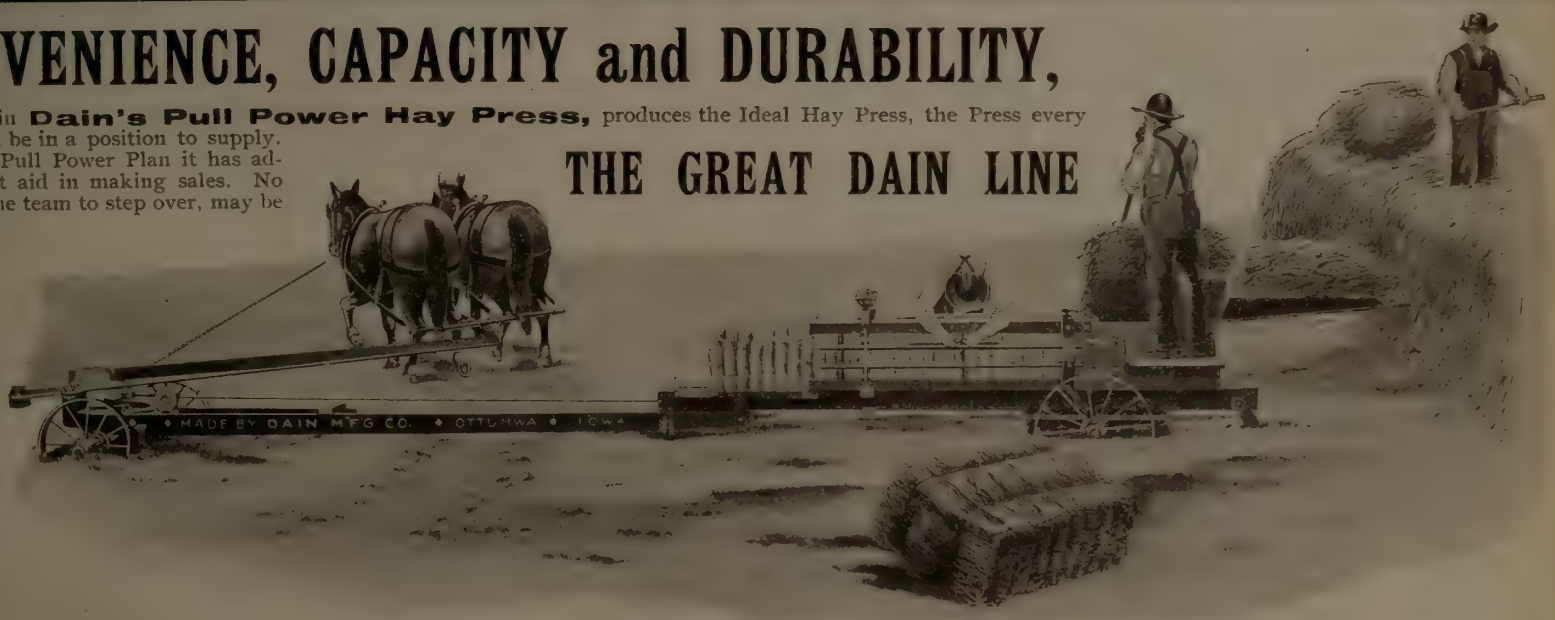
Canadian Jobbers have these Goods. Get a Shipment at once. Write for our new catalogue.

CHICAGO FLEXIBLE SHAFT CO., 237 ONTARIO STREET, CHICAGO

CONVENIENCE, CAPACITY and DURABILITY,

as combined in **Dain's Pull Power Hay Press,** produces the Ideal Hay Press, the Press every dealer should be in a position to supply. Built on the Pull Power Plan it has advantages that aid in making sales. No pitman for the team to step over, may be set at the center of a rick or between stacks, requires one less man on the rick, large feed opening, perfect tucker, bales quickly land easily tied, delivers bales out of dirt and chaff light draft, quickly and easily telescoped for transportation.

THE GREAT DAIN LINE



Advantages that appeal to the prospective purchaser, the opportunity should be quickly grasped of adding to your line so meritorious an article.

WRITE AT ONCE FOR SPECIAL CATALOGUE AND PRICES.

Dain Mfg. Co., Preston, Ont. and Ottumwa, Iowa.

General Agents for Western Canada.

The Fairchild Co., Ltd. Winnipeg, Regina, Calgary.

Eliminates Labor and Reduces Expenses.

An invention that promises to prove of considerable interest and advantage to the farmer, consequently to the dealer, is a device known as a "Self Unloading Chute" recently patented by Mr. Wilfrid Ledoux, of Arnaud, Man. This consists in an attachment placed underneath the box of the usual farm wagon. This operates in conjunction with a raised addition to the regular loading platform; the addition being slightly sloped at both ends. A farmer arriving at the platform with a load of grain that he desires to place in a car on his right or left hand side, drives up the platform, allowing the wheels on the opposite side of the wagon to ascend the raised addition. This gives the wagon a considerable tilt with the result that when everything is in position, the attachment for unloading adjusted, and the "chute" opened, the contents of the wagon can be transferred to the car in less than three minutes. When completed, the chute is closed, fastened out of the way and the driver proceeds for the next load.

No labor or power is necessary in the work of unloading, and the inventor claims that the device will save the farmers in labor one cent per bushel on all loose grain marketed. In a recent letter to us, Mr. Ledoux says in part:

"I am convinced that there will be a tremendous demand for this attachment next year to unload into cars, granaries, and barns, and also to use in connection with portable elevators. It is much easier and more economical to let the load unload itself than to shovel it the full length of the wagon into the receiving hopper at the rear. The device will enable farmers living close to stations to load direct from the separator to the cars because the work can be done just as quickly as if unloaded at the elevator, and should the farmers wish it, my invention will place them independent of the elevators. No time is lost either at the granary or station when my unloader is used, and this means that it will save the wages of two men and one team during threshing. The "Chute" can be rapidly and easily attached to any wagon box."

Upholds Hero Patents.

A case which has been watched for the last year and a half by practically every dealer between the Great Lakes and Rocky Mountains, was decided in Minneapolis recently by Judge Amidon, of the United States Circuit Court, in favor of the Twin City Separator Company against the J. L. Owens company, both of Minneapolis.

The decision involved an alleged infringement of patent on what is known as a Hero grain separator, which has been the product of the Twin City Separator Company since early in 1901, and has been manufactured and sold in Western Canada by the Dow-Wadge Implement Co., who control the Canadian patents. The mill is designed especially for the separation of oats from wheat.

The J. L. Owens Company began putting a fanning mill on the market in September, 1904, selling it in competition with the other mill, and the suit for perpetual injunction was begun by the Twin City Separator Company in January, 1905. The granting of this perpetual injunction by Judge Amidon carries with it also an order for an accounting before a master in chancery of damages and profits, placed at more than $12,000.

To succeed, one must sometimes be very bold and sometimes very prudent.—Napoleon.

Dost thou love life? Then do not squander time, for that is the stuff life is made of.—Franklin.

All successful men have been remarkable not only for general scope and vigor, but for their minute attention to details. Like the elephant, they can move colossal masses or pick up a pin.
—William Mathews.

GREAT NORTHERN RAILWAY

To St. Paul, Minneapolis

AND POINTS

EAST AND SOUTH

Arrange your trip so that you'll have comfort and pleasure all the way. The best train out of Winnipeg —best for service, scenery, and comfort is

THE WINNIPEG LIMITED

Observation Buffet, Library Compartment cars, Standard Sleepers, Coaches, etc. Leaves C. N. R. Depot at 5.20 p.m. Daily. For maps, tickets and reservations, apply to

R. J. SMITH, D. F. & P. A., 447 MAIN STREET, WINNIPEG.
A. L. CRAIG, Passenger Traffic Manager.
ST. PAUL, MINN.

Comfort AND Safety

on the

North-Western Limited

Minneapolis-St. Paul To Chicago

The entire line Twin Cities to Chicago protected by the block signal system; the best device known for the safe handling of trains.

THE NORTH-WESTERN LINE

The best of everything.

GEO. A. LEE
General Agent
215 McDermot Ave., WINNIPEG

NORTHERN PACIFIC

LOW RATES TO

CALIFORNIA

AND

NORTH PACIFIC COAST POINTS

AND WITH

A Through Tourist Sleeper

Means comfort and convenience to the Traveller. You step into the car at Winnipeg and are not compelled to leave it until Los Angeles is reached.
Through Pullman Tourists for Portland, San Francisco and Los Angeles will leave Winnipeg November 6th, and every two weeks thereafter.

OCEAN TICKETS.

Full particulars from

H. SWINFORD, General Agent, Phone 1446 WINNIPEG W. H. COLLUM, Ticket Agent, 341 Main Street

HOOSIER GRAIN DRILLS

Strictly Interchangeable
SINGLE DISC,
DOUBLE DISC,
OR SHOE

The Hoosier
Low-Down Press
Drill
Wins Trade.

An Agency will pay you.
The Hoosier Will pay the Farmer.
A Good Combination.

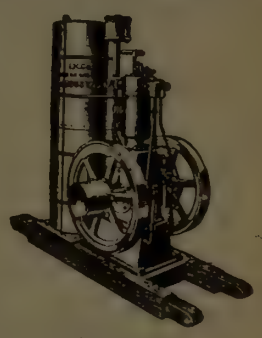
WRITE FOR **OUR** PROPOSITION **NOW.**

THE AMERICAN SEEDING-MACHINE CO., Inc.

WINNIPEG, MAN.

FUEL SAVED IS MONEY EARNED!

VERTICAL.



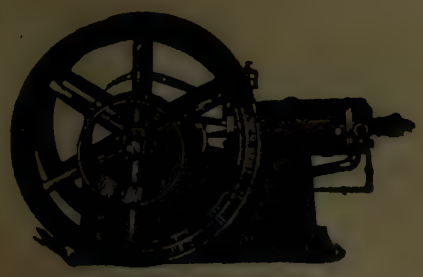
FAMOUS.

I. H. C. Gas, Gasoline, or Alcohol Engines save fuel. When they are not running no fuel is required, and when they are running only the minimum amount is required. This is only one way they earn money. There are other ways. These Engines do not require the services of an expert mechanic, because they are simple and carefully constructed. They are dependable—that is to say, they are always in working order. This is an important characteristic, and should not be overlooked.

I.H.C. Engines are suitable for numberless purposes, and are ideal power producers. Pumping water, grinding feed, shelling, husking and shredding corn, and any other work that may be at hand is most expeditiously and satisfactorily performed with I.H.C. Engines.

These Engines earn money for the Dealer because they not only are demanded by the Trade, but help to sell other lines.

For terms and territory write nearest general agent or see blockman.



HORIZONTAL.

PORTABLE.

WESTERN CANADIAN BRANCH HOUSES:

CALGARY, Alta., REGINA, Sask., WINNIPEG, Man.

International Harvester Company of America

(INCORPORATED),

CHICAGO, U.S.A.

BISSELL'S THE DISK THE FARMERS WANT

Sizes for 2, 3 and 4 horses.

Is known among farmers as the **best disk made** because it has the **capacity,** the **knack,** the **get there,** which others lack. A success for use on **summer fallows,** on **breaking,** on **stubble fields** after harvest. It is the best by far for any tough job. Get the **"BISSELL"**

THE "LORNE"

ALL SIZES STEEL AND CAST SHOEING

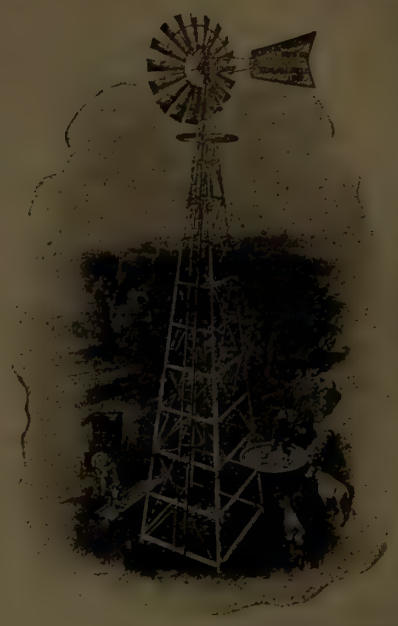
Best Construction. Most Evenly Balanced.
Guaranteed Choicest Material Throughout.

Brantford Carriages, Cutters, Traps, Runabout and Palace Automobiles, Lorne Farm Wagons and Sleighs, Bissell Disc Harrows, Simplicity Gasoline Engines, Grain Grinders, Wood Pumps, Wood Saws, Etc., Etc.

Joseph Maw & Co., Ltd.

Winnipeg, Man.

STAR WIND MILLS



meet with popular favor in every locality and make good profits for the Dealer.

They are unexcelled for ease of operation, strength and durability. Their simplicity of construction, neat and attractive appearance commend them to all buyers.

There is no other windmill made that meets so well the various requirements, yet needs so little attention. The ball-bearings enable the **"STAR"** to respond quickly to light breezes, and the automatic friction brake governs the mill perfectly in any velocity of wind. Our windmills and towers are thoroughly galvanized after completion which insures great durability. They are made to **last** and to do good work under all conditions.

"HOOSIER" AND "FAST MAIL" PUMPS

are efficient, easy to operate and meet every requirement in the pump line. They are made in many sizes and designs for hand and windmill use, being especially suited for the trade in Western Canada.

We produce a complete line of windmills, towers, wood and

GALVANIZED STEEL TANKS,

Pumps and in fact everything in the way of water supply goods.

The Agency of our line insures the Dealer the windmill and pump business of his locality; customers are pleased and trade increases.

Write to-day for catalogue and prices, and secure the Agency.

FLINT & WALLING MFG. COMPANY,

Dept. 12, KENDALLVILLE, IND., U.S.A.

BRANDON PUMP AND WINDMILL WORKS, BRANDON, MAN.

Box 419. Agents for Western Canada. Box 410.

We want a Dealer in every town in the West
to handle our

CHATHAM SEPARATING MACHINE

A MONEY MAKER FOR THE DEALER
A MONEY SAVER FOR THE FARMER

The "CHATHAM" takes Oats from Wheat thoroughly

Solving the problem of preparing clean seed; making a 99% separation at the first operation. It is scientifically designed for this purpose, and is strongly built of the very best materials, and can be operated by either hand or power.

It has a capacity of 15 to 20 bushels per hour. If greater is needed simply attach two machines together and run with one crank, giving 30 to 40 bushels capacity per hour.

SEE THE POINT, MR. DEALER?

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WINNIPEG.

CANADIAN FARM IMPLEMENTS

VOL. IV, No. 5. WINNIPEG, MAN., NOVEMBER, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

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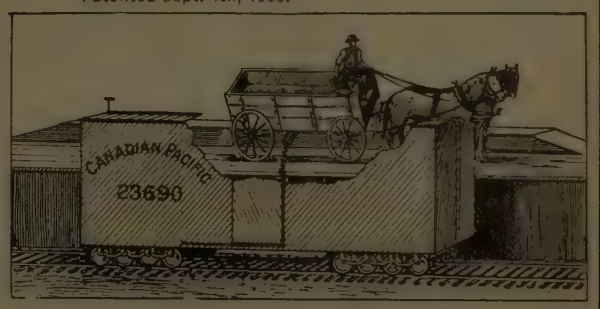

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It will unload a wagon of grain in 3 minutes.

A Horse-Power and a Portable Elevator combined in a Wagon.

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Wood and Pole Saws,
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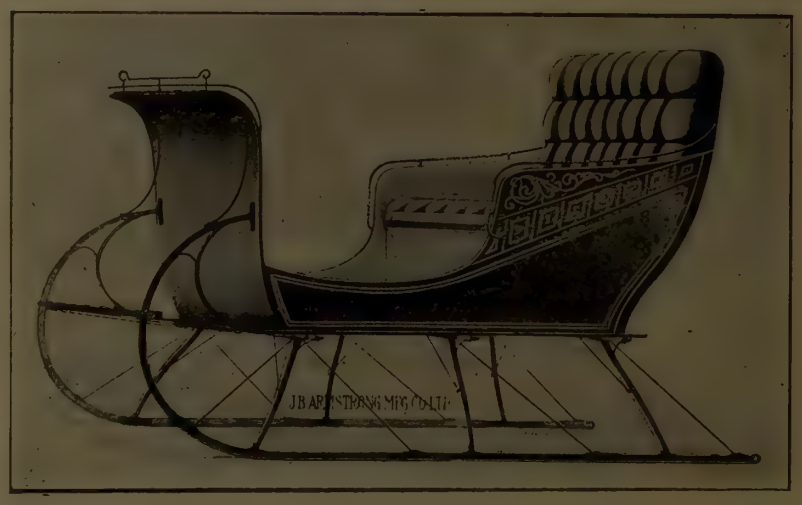

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are evenly balanced and well constructed. The name "Adams" is a guarantee of their superiority.

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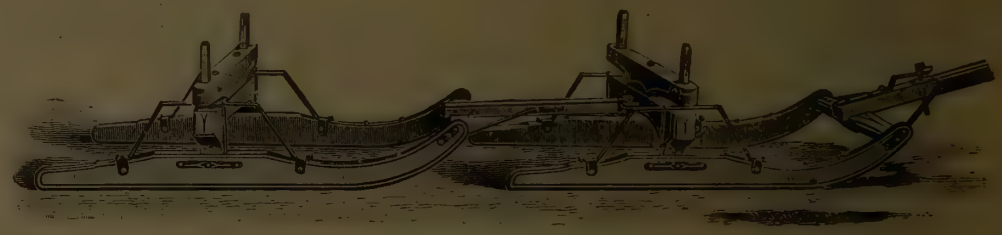

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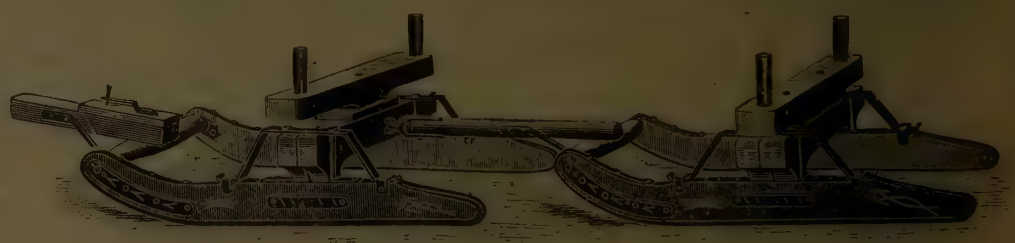

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WINNIPEG REGINA CALGARY

CANADIAN FARM IMPLEMENTS

Vol. IV, No. 5. WINNIPEG, MAN., NOVEMBER, 1906. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c.

Agricultural Implement and Vehicle Manufacturers of the United States Hold Annual Convention.

From every point of view the thirteenth annual convention of the National Association of Agricultural Implement and Vehicle Manufacturers of the United States, held in Chicago on the 9th, 10th and 11th of October, will rank as one of the most memorable assemblies in the history of that organization. There was a very representative attendance and the different sessions held in the magnificent Auditorium Hotel resulted in much that will prove in the future to be of great value and benefit to the Association as a whole and to each individual member of it, to say nothing of the entire trade throughout the United States. As the deliberations of this body are of considerable importance to the trade in this territory, we feel that a report covering their principal actions and suggestions in this connection will prove of more than ordinary interest to our readers.

RETIRING PRESIDENT'S ADDRESS.

The retiring president, Mr. C. F. Huhlein, of the firm of B. F. Avery & Sons, Louisville, Ky., in his opening address touched on many matters of interest. In the course of his remarks he stated that it was with unusual satisfaction the convention was held in Chicago, it being the birthplace of the Association. He rejoiced that so many of the founders were present and stated that every member owed them a debt of gratitude for their wise planning at the start and the constant support and co-operation given the organization. Prior to the formation of the Association, United States industries were like a mass of clay, a blow left the imprint. Now, however, as a result of organizing, these industries resemble a block of stone, a blow at any part is a shock felt by the whole body. Every precaution was taken to develop and promote sound business principles and to the securing recognition of all just dues in various trade relations. All work has favored fair and manly competition and the principle of "live and let live" within and without the organization. No attempt has ever been made to fix prices or stifle competition and, consequently, the condition and prestige of all industries have been improved and the influence of the Association is acknowledged to be of great benefit to the trade.

It was pointed out that when the Association was formed the agricultural implement and vehicle industry was in the depth of depression. Gradually better conditions developed and during the past decade a series of record-breaking experiences has been recorded, largely of the most favorable character. Most factories continue now, as for a number of years past, crowded with orders and it is more difficult to obtain the raw materials and the labor with which to execute orders than to obtain the orders themselves.

Taking up the subject of the tariff, Mr. Huhlein said:

"The principal raw materials used by our members are steel, iron, lumber and leather, and the advanced prices ruling for these products during recent years have drawn our attention to the relation of the tariff to these advanced prices. Some of our members feel that a lowering of the tariff on the materials referred to is justified and would give us needed relief and that we should demand a reduction accordingly.

"Wherever it is a question whether goods shall be made in this country or abroad, I favor such tariff as within reason shall insure the goods being made in this country.

"As supporters of decent protection to every American industry, our first concern is to keep the mills and factories of this country busy and of protecting our home market—the best in the world—but that protection should stop at reasonable limits.

"Wherever, on the other hand, the present tariff absolutely prohibits imports and is a shelter for extortion in the home market, we should demand its reduction to reasonable rates. It is the excesses of the tariff and not the protective principle that should be removed.

"Yet, however disturbed some of us may be concerning the present high prices of raw materials and the relation, actual or supposed, of the tariff of these prices, we should not forget that the years of tariff agitation in the past have usually been years of depression in business and, furthermore, that the years when raw materials in our line were lowest, the condition of our industries and business generally was far less satisfactory than at present. Mindful of these experiences. I would not recommend any agitation that might prove more harmful than helpful to our interests as well as to the general interests of the country.

"Let us try to be candid in this matter. One of the very first efforts made by this association was to oppose legislation that threatened the admission of implements into this country free of duty from Canada. The tariff on implements is now about 25 per cent. If tariff revision is entered upon, this duty will, of course, receive attention along with other schedules, and as consistent and fair men, we admit that any portion of it found to be excessive should likewise be removed.

"We desire fair consideration and nothing more, and in my opinion the tariff question should be taken out of party politics and looked after by a non-partisan commission appointed for that purpose."

The notable increase in the export trade of farm implements and vehicles from the United States, the speaker said, was a subject for much congratulation, but notwithstanding such expansion many members of the Association were in favor of reciprocity between the United States and all other countries willing to enter into reciprocal trade relations.

In closing a word of warning was sounded in connection with the irrigation projects of the U. S. Government. Irrigated lands should be reserved for bona-fide settlers and not allowed to get into the hands of speculative interests. If the latter secured control the irrigation and drainage projects would be seriously endangered, and in the best interests of the commercial as well as the industrial sections of the country it was imperative that every possible means be employed in educating and encouraging the people to make their homes on the land.

REPORT OF THE EXECUTIVE COMMITTEE.

We give herewith a number of interesting extracts from the report of the Chairman of the Executive Committee, Mr. H. E. Miles, President of the Racine-Sattley Co., Racine, Wis. These are as follows:

"An undertaking of the year has been the study through special committees of the steel situation and considering with our friends, the producers, our particular needs in that direction. The interests of those who produce for us our materials are very closely allied to our own. We are in a large sense partners logically and of necessity; they must sell and we must buy. They must sell so that we can buy and then ourselves sell. The situation has been somewhat critical in respect of many of our materials. How far the action of the special committee, which in general is known to you, was proper and how far you care to endorse or to further such work is for you to decide. Whatever else, such work cannot be properly conducted except upon a high plane of fair dealing and an appreciation of the interests of all concerned whether seller or buyer, and it is impossible, in our opinion, that it ever will be conducted otherwise."

"The producers of our materials can never, with any propriety, criticize us for acting in a collective capacity. Scarcely any ma-

terial we use can be mentioned but it is, to our positive knowledge, offered us only by pools and combinations. The sellers make it very manifest that they both recognize and act upon the principle of co-operative action, and in doing so, may be said fairly to recommend to us that we do the same as the only up-to-date and proper way."

"We have endorsed subjects like reciprocity, for instance, at every convention. Why should we not go deeper into such questions and study by special committees the opportunities of foreign trade; let all our members know that the marvelous wheat fields of the Canadian Northwest are some 2,000 miles long and 500 miles wide and in crying need of our implements; that the grain belt in the Argentine is 2,000 miles long and 1,000 miles wide. Why shall we not study deeply the possibility of our influencing Congressional and other bodies to the effect that we shall enjoy a thousand fold greater trade with those countries than now?"

"The national Department of Agriculture estimates that last year's crop was raised at a saving of six hundred and eighty-five millions of dollars over the cost of raising an equal crop fifty years ago. Our members made every tool used in the raising of that crop and every wagon that helped to bear that crop to market."

"We ourselves, our predecessors, and our employes, through our inventive skill and experience, made possible the saving in a single year of that six hundred and eighty-five millions of dollars, an amount almost equal to the national debt. We are collectively of great national consequence and it is not meet that we act singly and alone with scattered effort, in view of the importance of our undertakings and the need not only of serving agriculture better and better in this country, but of reaching out to foreign fields with tremendous power with our accumulated experience and skill to wider and wider markets. Not only are we called to these higher and larger duties by our own particular interests, but equally in the interests of our customers, the consumers, who depend upon us as responsible in no inconsiderable measure for the welfare of the thirty-nine millions of our fellow countrymen whose lives are devoted to agricultural pursuits.

REPORT OF THE FOREIGN COMMERCE COMMITTEE.

Mr. F. E. Myers, of F. E. Myers & Bro., Ashland, O., Chairman of the Committee on Foreign Commerce, submitted one of the strongest and most comprehensive reports presented to the Association. We quote the following passages from it:

"Foreign commerce is so closely allied with domestic commerce that we must create improved trade relations with the various foreign countries. Our numerous foreign citizens recommend our implements, and urge their native dealers to buy them. We must equalize conditions in some way and adopt the broadest possible methods by subsidies, or otherwise, so as to place us on a basis that will enable us to compete with other nations, and, as far as possible, transport our wares at the lowest ruling shipping rates and conditions, and attain the commercial and industrial supremacy of the globe.

"In dealing with this subject we must understand and consider the character of animal, or power, they have with which to operate the implements. When this point is reached prepare carefully descriptions of every detail in the language of the buyer, supplying clear illustrations. The indiscriminate quoting of prices to every foreign buyer has caused some of the large importing firms to refuse certain makes of goods on the ground of meeting competition that would leave no profit. Do not quote prices to unknown parties. Foreign houses look upon such methods as resembling those of catalog houses. Write, asking for further information as to the wants and in the meantime take steps to find out who the parties are and their standing. Keep your customers fully advised by up-to-date literature of all changes and improvements made. And rather than substitute, cable if necessary whether the goods can be used with the changes or not. Substituting of orders has been done so frequently that foreign buyers have made protest to our consuls and many losses have been sustained because the parties would not receive the goods. This has done much to create a feeling of distrust between the American manufacturer and the foreign buyer. Take extreme care against errors in packing or breakage in transportation, and see that all goods are of good quality, carefully made and shipped on time. Under no circumstances undertake to unload antiquated or poorly made goods, or those of unproved reputation."

"Personal investigation and careful thought proves conclusively that we cannot follow our methods in the different foreign countries any more than we can compel them to accept our currency. Do not undertake to ride roughshod over ancient traditions and reasons. We recommend a close study and familiarity with consular and trade reports, statistical abstracts, commercial relations and summary tables of commerce, prices, etc.

You are familiar with the important foreign markets and general conditions. We respectfully refer you to the department of commerce, price treaties, customs and reciprocity relations with foreign countries, especially Cuba, the Philippine Islands, Australia, Germany, Russia and France."

"We stand not only at the head of the great manufacturing nations of the world, but our output equals that of Germany, France and the United Kingdom combined. We certainly do not need high protective tariff. We can compete substantially with any country in the world without protection. While labor is cheap in foreign countries, it is not, for the work done. If we can work our artisans nine and ten hours a day and secure results; as we do, supported by reciprocity treaties, why should we continue protection? Your chairman, with the observations he has made in foreign countries, compared with our resources and ability, recommends that we take chances with any nation, and also recommends a reconstruction of our tariff conditions."

"Back of the general growing demand we have material, workmen and capital unequalled on the globe, and a growing reputation for achievement. The question

Get the "Manitoba Line"

IT IS A TRADE WINNER.

Manufactured in the West for the West.

We Manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized Iron.

See our New "CANADIAN PETERS" Pumps.

Our Proposition is a Paying One.

The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

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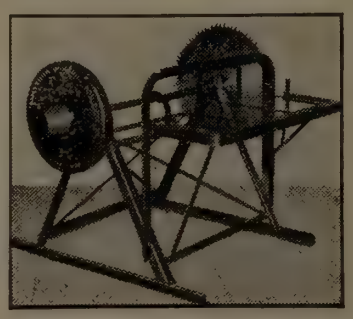
The "MANITOBA" is the most scientifically designed Mill the World has yet produced. Specially constructed to meet Western Requirements.



"MANITOBA" Steel Frame Saw Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces "The Best that's Made."

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BOX 301 **BRANDON MAN.** Box 301

before this membership is: "Do you want foreign trade, and are you inclined to support our position as outlined?" No subject before the American manufacturer is so vitally important as the question: "What shall we do, and are we in shape to go after foreign trade properly?" We urge serious deliberations on this point. Do not, under any circumstances, undertake to distribute your product in foreign fields unless you have the capacity and capital, and have defined plans so that you can be depended upon and found worthy of the confidence of foreign buyers—as the foreign buyer must have confidence in our system of cash-with-order and you-must-buy-of-us, etc. We recommend more liberal treatment of customers, reciprocity and accumulation of thoroughly reliable statistics. This means work and capital. It means that you devote all, or at least a large portion, of your establishment, to foreign trade, and that you enter the field determined to succeed.

"The proposition is up to you. If you conclude to go after it, go after it along defined lines, which means that you will study the situation and look the ground over for yourselves so that you will be a credit, instead of a discredit, to our nation. Do not copy old and antiquated implements or goods, simply to supply what they have already been buying."

"A noticeable step for the betterment of our consular service was made when President Roosevelt, in a special message to congress, reommended the appointment of six special agents of the state department, with the diplomatic rank and title of "Commercial Attache" to be appointed preferably from the consular service and to be assigned, subject to transfer at the discretion of the secretary of state, to be sent abroad to make a study of the conditions in foreign countries and report on the deparment of state conditions existing in foreign countries, to prepare for the department of commerce and labor reports upon commerce and manufactures of kindred topics, to visit the consulates and examine their workings, suggest such changes to the department of state as would tend to the general improvement and strengthen the service."

"These agents are to cover a wide scope of territory. One is to be sent to Austria and the Balkan States, Germany, Switzerland, Russia, and other countries of

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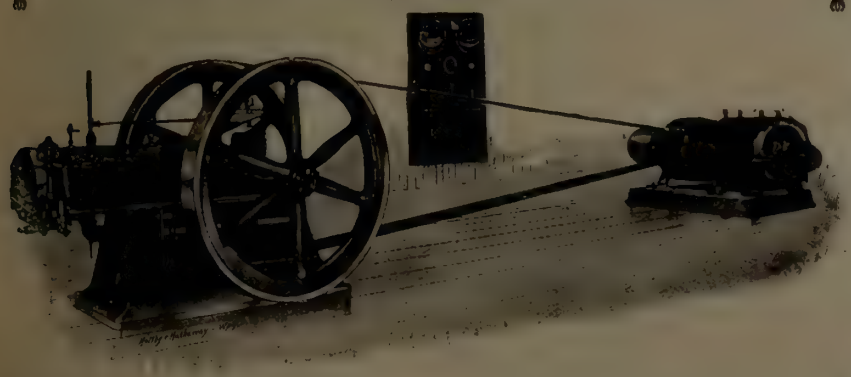

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Write for Price List and Testimonials rom numerous customers.

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The Wilkinson Plough Co.,

LIMITED,

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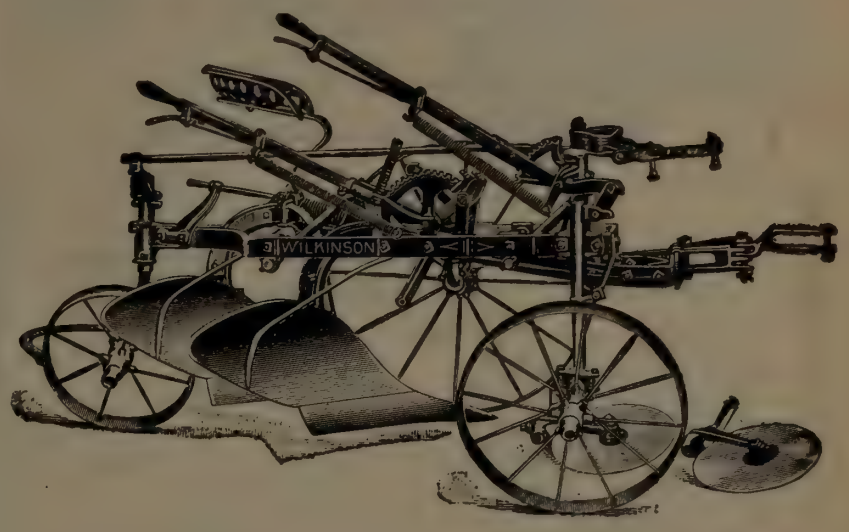

If you could come to our Factory and see our goods made for yourself we would have no trouble closing a contract with you.

But, since that is out of the question, drop us a card to Toronto or Winnipeg and we will soon call on you.

Our Ploughs have so many exclusive features that we can't tell about in this advertisement. We are always ready to tell you about them personally though.

Just remember that our Ploughs are new all the way through and represent fifty years practical experience.

"EVERYTHING FOR CULTIVATING THE SOIL."

SOLE AGENTS FOR THE WEST:

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"THE BRANDON"

GRAIN SEPARATOR AND CLEANER

Is the Acme of Perfection in Fanning Mill Construction

Read what **Mr. S. A. BEDFORD** formerly **Superintendent** of the **Brandon Experimental Farm,** says:—

The Brandon Machine Works Co.,
Brandon, Man.

Gentlemen,

I have tested your Improved Fanning Mill, known as "The Brandon," and find it does first-class and rapid work. It thoroughly cleans and separates the grain and is superior to any Mill I have used.

I particularly tested it in separating, grading, and cleaning wheat and oats and found it an ideal Mill for this purpose and one I am pleased to recommend for preparing wheat and oats for seed to obtain the best results, and upon which the success of future crops so much depends.

Your Mill is compact and neat in design, well made and occupies small space.

In comparison with "The Perfection" Mill formerly made by you, will state that in my opinion your "Brandon" Mill is much superior and does better and much faster work. I remain,

S. A. BEDFORD.

Such **Authority** as this of the **Efficiency** and **Superiority** of **"The Brandon" Grain Separator** and **Cleaner Cannot be Refuted.**

SEND US YOUR ORDERS. WE WILL FILL THEM PROMPTLY.

This mill will make you money and satisfy your customers.

Some of the Other Lines we Manufacture and Handle:

Brandon Reversible Grain Grinders, Brandon Gasoline Engines, Sawing Machines, Trip Hammers, Pile Drivers, Emery Wheel Stands, Iron and Wood Split Pulleys, Shaftings, Hangers and Couplings, Steel Blowers and Forges, General Machinery Supplies.

Write TO-DAY for Catalogues, Trade Discounts and Full Particulars.

The Brandon Machine Works Co. Ltd.

BRANDON, MAN.

northern Europe; one for France, Italy, Portugal, Spain and other countries bordering on the Mediterranean; the third for Great Britain and her dependencies; the fourth for Mexico, Central America, the West Indies and South America; the fifth for Asia, more particularly Asiatic Russia, China and Japan, and the sixth to be held in reserve for special service and particular missions to any part of the world."

"Our representatives in the consular service are recognized by foreign nations as our business agents, and, as such, they should be the most capable men that we can secure. Much has been done in late years to raise the standard of efficiency, but that there is still room for improvement will not be questioned."

COMMITTEE ON PATENTS.

Owing to the absence of the Chairman of the Patent Committee, Mr. C. H. Pope, the report was read by Mr. Newell Sanders, of the Newell Sanders Plow Co., Chattanooga, Tenn. The following extracts dealing with the Canadian patent laws are of particular importance to us:

"The unfairness of the laws of foreign countries to citizens of the United States calls for an effort on our part to bring about a modification of them, if possible. Because of the nearness of Canada, its laws are, in some respects, more onerous than those of any other nation. While a Canadian inventor may avail himself of the monopolies granted under our statutes, on precisely the same terms as a citizen of this country, the American citizen patenting in Canada has not the equal rights of a citizen of that country. While a foreign patentee may import his goods into the United States and demand protection under our patent laws, we have not that right in Canada. We must not only cease importation within one year, but must maufacture the patented article in Canada, both importation and the failure to manufacturing rendering the patent void."

"The term of Canadian patents is eighteen years, but in other counries it is as low as fourteen years. The term of the German patent is fifteen years. Taxes must be paid, but we must actually manufacture there, and not import to any large extent. This is true of France and several other countries."

"It is believed that this association should take the matter in hand and exert itself to bring about a modification of foreign patent laws by retaliation if it cannot be done otherwise. It is believed that the organization known as the Convention for the Protection of Industrial Property (so valuable to all countries that are members) can be so broadened in its scope as to bring about uniformity of the patent laws through the civilized world."

COMMITTEE ON TRADE CONDITIONS.

"Business history would lead us to believe that after the continued prosperity of a number of years, we might look on the future with some alarm, naturally presuming that over-production, as well as money conditions, might seriously affect our trade conditions. However, your committee has carefully reviewed the situation and can see nothing but prosperity in sight for the next twelve months. We do not believe there is a perceptible over-production of the class of goods this association is interested in, but owing to the great prosperity of the consumers our goods will be in active demand for the next twelve months."

"This country can stand a crop failure. A few years ago a crop failure meant mortgage on the farm and mortgages on the crops. Now, with the majority of the farmers and many of the general consumers it means only using a little of the surplus cash on deposit, and in no manner proves alarming to the average farmer and consumer. Under ordinary conditions a crop failure would mean an abrupt curtailment of trade. With our extremely prosperous condition we do not believe a crop failure would cause a curtailment that would be noticeable."

"The country banks have never shown such large surpluses, the city banks have never been in more prosperous conditions. As foreign trade, from all manufacturing centers we find increased interest caused by the superior class of goods manufactured by us, but particularly caused by the aggressiveness of the American people."

"The tariff on steel is, no doubt, handicapping the export business. While it might be true if the tariff were removed, or partially so, the reduction would be given to our American farmer, but presuming this to be true, such reduction in

our tariff would put the American manufacturer on a much better competitive basis with foreign people, and backed up by their intelligence and aggressiveness, would, no doubt, aid materially in rapidly extending foreign business."

COMMITTEE ON DEALERS' ASSOCIATIONS.

A pleasing feature of the convention, and one illustrating the spirit of harmony that exists between the manufacturers and dealers of the United States, was the invitation of the former to the delegates attending the convention of the National Federation of Retail Implement and Vehicle Dealers' Associations, to visit them and hear the report presented by the Committee on Dealers' Associations. This report was presented by Mr. W. S. Thomas, of the Thomas Mfg. Co., Springfield, O. It read in part as given herewith:

"During the retail dealers' convention season of 1905 and 1906, our association was represented at the great majority of the dealers' meetings by one or more of our members; but as nearly all the dealers' associations now have joined together, and formed the National Federation of Retail Implement and Vehicle Dealers' Associations, our business conferences with them are largely confined to the Federation meetings held at Kansas City in the winter, and at the same time and place as our annual meeting in the fall."

"Nothing very serious has come up between our associations during the past year. The resolution about repairs we adopted a year ago at our Niagara Falls convention seems to have caused a great deal of comment, and some adverse criticism among our members last fall and winter. As we believed this was largely the result of a misunderstanding of the resolution, when we met at Kansas City in January last, we called the dealers' attention to the matter, and they united with us in an explanation of that resolution."

"At the present time the dealers' associations are very much interested in the question of a parcels post, which is being advocated by those who are in the mail-order business, but which is vigorously opposed to those in the retail business. Our association is on record as agreeing with the retail dealers' associations on this subject, but we desire to call our members' attention to it again, and urge their still further and active co-operation with the dealers, in efforts to prevent this injury to their business being carried out."

"In a general way, our relations with the dealers' associations now are pleasant and profitable, and we believe this condition will be permanent, and on this account we are still in favor of maintaining this committee, and keeping in touch with the dealers' associations throughout the United States. Our interests are so interwoven and interdependent that they are strictly mutual, and what helps one, certainly helps the other."

President J. W. McManus, of the Federation, and Mr. C. L. Glasgow, representative of the Michigan Dealers' Association to that body, each addressed the convention and both were most cordially listened to.

COMMITTEE ON RESOLUTIONS.

The following resolutions were then respectively presented to the convention by Mr. H. M. Kinney, Chairman of the Committee on Resolutions, and each on motion by him, duly seconded, was adopted:

Resolved, That the passenger transportation committee be instructed to use every effort to bring about interchangeable two-cent flat mileage, good on trains in all territory covered by the following passenger associations: Trunk Line Association, Central Passenger Association, Western Passenger Association. The passenger transportation committee to work under the instructions of the executive committee of this association, and with such other bodies as seems best.

Resolved, That the members of this association give careful consideration during the coming year to the various recommendations of the committee in foreign commerce.

Resolved, That the report of the insurance committee be hereby approved and that the action of the committee in organizing the Implement and Vehicle Manufacturers' Mutual Fire Insurance Company be indorsed and the hearty support of this association hereby pledged to the enterprise.

Resolved, That we favor prompt tariff revision along such lines as will cause the least disturbance of present business conditions, and the executive committee is hereby instructed to act in accordance with this resolution.

Resolved, That we again indorse the recommendations for congressional action contained in the reports to congress made by the public lands commission, and approved and transmitted to congress by the president, and urge that congress at its coming session enact the legislation necessary to carry into effect the recommendation of said report.

Resolved. That this association again heartily approve of and indorse the policy of reciprocity and urge upon congress prompt action in this direction, and that the executive committee is hereby instructed to use all due effort to promote that principle and make it an effective part of the national policy.

Whereas, The fifty-fifth congress of the United States of America, first session, enacted amended bill No. 1245 for the reorganization of the American consular service; and

Whereas, Thereafter the president of the United States, by executive order, made operative the vital provisions of the said consular bill No. 1345, which had been discarded by the senate and the house; and

Whereas, The executive order affords no permanence and is liable to be annulled by any succeeding administration; therefore be it

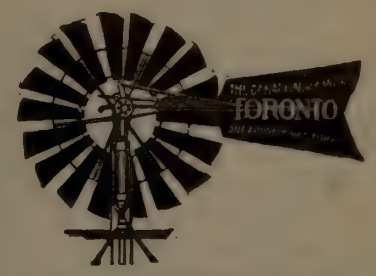
Resolved, That the National Association of Agricultural Implement and Vehicle Manufacturers, in convention assembled in the city of Chicago, this 11th day of October, nineteen hundred and six, hereby respectfully requests that the merit system of appointment and promotion of consular officials and the other important provisions included in the executive order be, as a measure for the permanent betterment of the consular service, enacted into law during the forthcoming session of the fifty-ninth congress.

NEW OFFICERS.

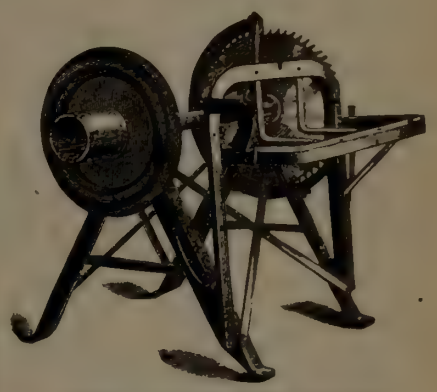
Mr. H. E. Miles, President of the Racine-Sattley Co., Racine, Wis., was elected President for the ensuing year, and Mr. Newell Sanders, of the Newell Sanders Plow Co., Chattanooga, Tenn., as Chairman of the Executive Commitee. Norfolk, Va., was selected as the next meeting place of the Association, the dates being left for selection to the Executive Committee.

Here are some things your Customers want

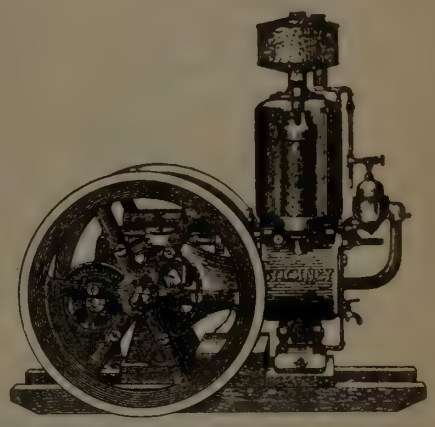
RIGHT NOW



A TORONTO WINDMILL



A STEEL SAW AND FRAME



A STICKNEY GASOLINE ENGINE

A TORONTO GRAIN GRINDER

Ontario Wind Engine & Pump Co.

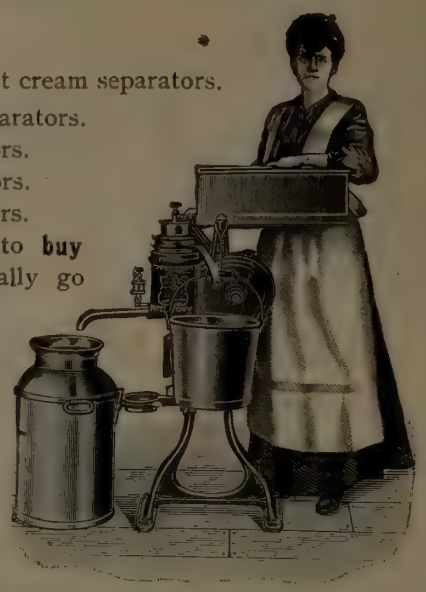
LIMITED

WINNIPEG

FARMERS

everywhere are **thinking** about cream separators.

Their neighbors **have** separators.
They **read** about separators.
They **hear** about separators.
They **talk** about separators.
When they get ready to **buy** separators, they'll naturally go to their regular



DEALERS

When you sell a farmer a cream separator, you're selling him a machine he'll use **twice** a day **every** day in the year for years. It's GOT to be a **reliable** separator or it means dissatisfaction and trouble for you and a possible loss of business. That's only one reason—albeit a **big** one—why it pays to sell the improved

UNITED STATES CREAM SEPARATORS

known all over the country as a thoroughly standard, **reliable** separator, as well as the most efficient and satisfactory all-round. A U.S. Separator right in **your** store where farmers can **see** it, will talk for itself—almost. Just **show it up**—inside and out—and farmers will **buy** it **because** the U.S.

SKIMS CLEANEST—Holds World's Record.
IS SIMPLEST—Only two parts **inside** bowl.
WEARS LONGEST—Just **examine** its construction.
RUNS EASY—Try it.
QUICKLY CLEANED—Parts few and simple.
LOW MILK CAN—Easy to fill.
PERFECTLY SAFE—Gears all enclosed.
MOST PROFITABLE—Saves most cream, time and labor.

The impetus of fifteen years success is behind the U.S. **You** get the benefit of it.

Many thousands now in use everywhere and more thousands going into use just as fast as our big factory can supply the ever-increasing demand. We want **you** to **sell** your share of them.

Write us. Send for our Catalogues. Let us send our representative to see you **at once** and explain our proposition face to face. That's the **best** way.

VERMONT FARM MACHINE CO.

BELLOWS FALLS, VERMONT.

Incorporated 1873

This picture shows the main part of our large plant.

We also occupy part of another large building and a big new storehouse (not shown). We have excellent railroad connections, as the picture shows, and to further facilitate prompt deliveries, we carry a well-assorted stock of United States Separators in eighteen distributing warehouses centrally located in the United States and Canada.

Address all Letters to Bellows Falls, Vt.

Brandon.

Mr. A. E. Mott, Western manager of the Cockshutt Plow Co., Winnipeg, visited the Wheat City during the past month.

Mr. G. E. Norris, Secretary of the Norris Implement Co., Winnipeg, was here a few days ago closing up this year's business with numerous customers.

Senator L. M. Jones, President of the Massey Harris Co., accompanied by Mr. C. H. Whittaker, manager of the Manitoba branch of the company, were in Brandon some time ago.

Mr. A. E. Gardiner, formerly traveller for the Neepawa, Stacker Co., Neepawa, Man., will shortly join the ranks of benedicts, and with his bride will spend the winter in the sunny, balmy clime of California.

The Brandon Machine Works Co. have their large and commodious warehouse and office building completed. They have also cleared their yards so that the tracks of the Great Northern Ry. may be laid to the north of their storehouse.

The Canadian Northern Railway Co. will soon have their warehouse sites ready for the public. We believe that the concerns that locate thereon will be exceedingly fortunate as these locations will be in a most desirable situation, in close proximity to the heart of the city.

Things in connection with railway construction are booming in this vicinity. The Great Northern Railway Co. have their steel laid to within sight of the city and if the frost holds off until the 15th inst., it will be laid to 12th Street. Brandonites believe that this road will be of great value to them as it will bring the western portion of Southern Manitoba in close touch with this city.

It is said that the Canadian Pacific Railways Co. are contemplating some alterations in their yards here. Mr. W. B. Lanigan and Mr. F. W. Peters, of the Freight Traffic Department of the company, were in town recently sizing up the situation. Some extensive changes will be made in the old freight-sheds, that are now being utilized for the storage of implements, and owned by Mr. Chas. Unicums.

In this district, after careful investigation, it is our opinion that the yield of wheat will be 20 per cent. less than last year. Prices are also considerably lower, at the present time being four cents per bushel lower than in 1905, consequently paper maturing during the first few days in November has not been as well met as during the previous season. The open fall and the great shortage of cars have undoubtedly much to do with the slow payments.

The Northwest Thresher Co. have commenced the construction of their new warehouse on the line of the Great Northern Ry. This building will be 100 feet square with additional closed yards. Mr. Wilson, the General Manager and Secretary of the company was here looking after plans and arranging details in connection with the erection of this structure. He left for Stillwater, Minn., on the 5th inst., leaving Mr. Chas. Halone in charge of the work here.

During the past six weeks this city has been favored by receiving visits from many important personages of the implement manufacturers' world. All were delighted with the location of Brandon and many expressed the opinion that this was a most desirable location for a distributing centre. Personally it is our opinion that Brandon is the best location for any firm handling farm machinery. Our geographical position makes it possible for quicker distribution to all parts of the country than can be found in any other town or city in the West; freight rates will be less from Brandon than from Winnipeg, while rates from the East to Brandon will be the same as to Winnipeg. Sites can be secured cheaply here and with the numerous lines of railways that are branching out of this place there is every indication that this city will assume immense proportions as a distributing point.

The Superior, THE MILL THAT CATCHES THE EYE OF THE FARMER, and that will do the **best** work is the Mill you want to handle because it sells itself. If you have not seen the Superior you should before deciding what Mill you intend handling this season.

The "Superior," the fastest, strongest and best cleaner on the market. The King of **Wild Oats** Separators. Made in two sizes, with or without bagger. **Agents wanted,** write at once for territory.

THE HARMER IMPLEMENT CO., WINNIPEG
Dept. "C."

Cleanliness Essential to Separator's Success.

From all over this territory reports have been received during the past summer indicating that there has been a considerable "pick up" in the cream separator trade of the country in comparison with that of former years. Throughout the West there has been a marked increase in the number of new towns opening up. At these places new dealers have gone into business, many have become agents for cream separators and conseqeuntly the business has been pushed to greater advantage than ever before. Manufacturers of these machines are said to be exceedingly well satisfied with the volume of sales accruing from this country and local agents for these companies are jubilant over the outlook for next season.

Canadian Farm Implements is confident that the cream separator is destined to play a far more important part in the development of the dairying industry of the West than it yet has done. There are many excellent reasons for our belief. In the first place, it has been noticed that there is a gradual trend among many farmers, in some districts, to a reduction of their grain growing operations and the adoption of the more liberal policy of mixed farming. Secondly, we note the amount of attention the subject of dairying is receiving from each of the departments of agriculture for the three prairie provinces, as well as the great emphasis that our Farmers' Institute lecturers and agricultural college professors are placing on the goodly profit that is to be had by the up-to-date dairyman. And lastly, we are aware of the great demand and high prices that prevail for dairy products in the rapidly increasing and multiplying cities and towns of this country.

As a side line for the implement dealer, we do not know of anything more profitable than the handling of a good cream separator. Its sale to a farmer means future business, always providing that certain contingencies are carefully looked after. In our last issue we touched on several of these, such as the separator's foundation, its leveling, and its oiling, and it is our purpose in this number to devote a little thought to the great need of cleanliness in connection with the machine.

Cleanliness, as every dealer knows or should know, is the first law that should be observed by any man engaged in the production of dairy products. A separator that is not kept thoroughly clean abrogates this law and becomes a great source for the contamination of milk; the result of undesirable bacteria. As our dairy scientists have pointed out, there is a desirable as well as an desirable bacteria. The former are useful and necessary in the art of causing such changes as the souring of milk and ripening of cheese, while the latter are those that produce taints in milk and milk products. Undesirable germ life exists principally on the surface and in the crevices of the cream separator and other dairy utensils and unless the machine is properly cleaned after each using these minute organisms have the power of multiplying very rapidly.

The separator should be thoroughly washed every time after using. Every part and piece should be scrubbed with a brush, using a five per cent. solution of borax or other good washing powder in the water. They should then be rinsed in boiling water and steamed if possible and left to dry while hot. No wiping with cloths should be done, as the ordinary clean cloth will contaminate them with innumerable bacteria.

Now, note this fact and observe the great necessity for attention to the matter which we are discussing; the bacterial contamination in milk is increased from three to five times by running it through a separator bowl that has been used, only flushed and then left standing for a number of hours. If only flushed while using, for several days, the contamination increases many times more. If the separator is flushed with water containing a solution of washing powder, the number of bacteria in the following lot of milk that is run through is reduced, the separator is better cleansed than with hot water alone, but not sufficiently to warrant this method of cleaning.

The use of a machine that has been properly washed and taken care of reduces the number of bacteria in the milk from one-fifth to one-fourth. Proper cleaning enhances the life of the separator and vice versa. If the machine is not looked after as it ought to be its life may be shortened by many months and it may also result in the farmer's becoming disgusted with it, even though the fault be his own. Running milk through a dirty separator is similar to running it through a dirty strainer, with all the filth of the previous milking left in it from twelve to twenty-four hours. The millions of undesirable bacteria from the dirt, manure and slime lodged in the separator bowl spoil all the milk, to a greater or lesser degree, that passes through the machine.

When properly used, a cream separator is a clarifier, and to a certain extent purifier of milk, and it behooves every dealer to impress his customer with the great necessity for keeping it perfectly clean.

FLORENCE

WOOD PUMPS

Superiority in every detail of manufacture has made Florence Pumps the greatest trade winners.

Every user becomes a satisfied customer.

Many advantages over all other makes.

Let us tell you more about them.

Mail us your address to-day.

Melotte Cream Separator Co.

LIMITED,

W. ANTLIFF, Manager.

WINNIPEG CALGARY

IT SOUNDS REASONABLE

When anyone **claims** to have an article worth $100.00 and breaks his neck trying to find a purchaser at $50.00, the $100.00 value sounds fictitious. **It is.**

De Laval Separators are Standard the world over, and create prestige for the dealer who sells them.

The De Laval Separator Co.

WINNIPEG.

MONTREAL NEW YORK SAN FRANCISCO
TORONTO PHILADELPHIA PORTLAND
VANCOUVER CHICAGO SEATTLE

Regina.

Mr. Geo. Wedlake, of the experimental department of the Cockshutt Plow Co., Brantford. Ont., is making a tour through Saskatchewan in the interests of the steam plow trade.

The new warehouse of the Gaar-Scott Co., at this point, is completed. It is one of the most commodious and up-to-date thresher houses West of Winnipeg.

Mr. H. H. Kohlman, one of the hustlers for the Fairchild Co., in Saskatchewan, returned to his headquarters here for a few days recently. He reports a splendid outlook for future business.

Among implement dealers visiting Regina recently we noted the following: Mr. A. A. Mumford, Moose Jaw; M. Morrison, Saskatoon; F. J. Grobb, Moose Jaw, and G. A. Scott, Davidson.

Mr. A. E. Mott, manager of the Cockshutt Plow Co., Winnipeg, was through this way recently on a visit to the branch houses and agencies of the company. He stayed off at this point for a short time.

Mr. J. E. Ruby, manager of the Frost & Wood Co., of Winnipeg, was in this city for a short time recently, on his return from a trip through the West.

Mr. Thos. Wilkinson, of the Fairchild Co., of this city, recently visited the plow plant of Deere & Co., at Moline, Ill. He reports a splendid trip and states that the information secured will be of much value and assistance to him in connection with his firm's interests.

Mr. D. J. Taylor, the hustling and progressive manager of the Cockshutt Plow Co., recently returned to his office here from a trip to Vermillion, Alta., where he journeyed for the purpose of starting a steam plowing outfit, equipped with Cockshutt plows, on the farm of Col. Sam Hughes, M. P. He reports a most successful trip.

A new firm formed a short time ago, and known as Honeyman & Haultain, have rented the new warehouse built by Mr. Thos. Wilkinson on Dewdney Street. They will carry on a general storage and transfer business in implements and vehicles, as well as jobbing in some other small lines. The building is 50 x 100 feet three storeys high, and is constructed of brick throughout.

Mr. S. D. Poole, of the experimental department of Deere & Co., Moline, Ill., visited their representative here, the Fairchild Co., a couple of weeks ago. He expressed himself as exceedingly well satisfied with the existing conditions and that Deere & Co. were delighted with their immense plow trade in Western Canada.

Threshermen in Regina report the largest volume of business this season that has ever been recorded in this territory and it is expected that four new thresher houses will be built in Regina during the coming season. The prospects of three new railway lines entering the city has made wholesalers feel assured that this point not only is but ever will be the chief distributing centre west of Winnipeg.

Messrs. H. F. Anderson and Jos. Bryan, of the H. F. Anderson Co., Winnipeg, were in this city recently completing arrangements for storage and transfer of their goods. They are branching out at Regina and Calgary and look to securing a large volume of their business from Saskatchewan and Alberta. As they have a strong line, including the well-known Emerson foot-lift plows, Tudhope carriages, etc., no doubt they will get it.

It is understood in local implement circles that Mr. John Lindsay, of the Saskatchewan branch of the Massey Harris Co., with headquarters here, has severed his connection with that company and will go into business in agricultural implements and vehicles with Mr. J. H. Bunnell, at Moose Jaw, the latter having been agent for the Massey Harris Co. at that point for several years. They will make a strong team and local members of the trade wish them every success.

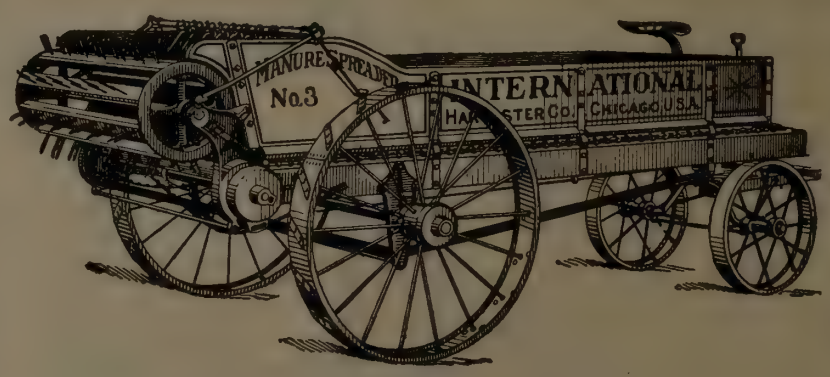
Mr. Palmer, who recently returned from South Africa, where he had charge of the business of the Moline Plow Co., was in the West on a flying trip a short time ago. While passing through this territory he stopped off at this point and visited Mr. Claude Ladue, representative of the Canadian Moline Plow Co., in Saskatchewan. Speaking of the implement trade in South Africa, Mr. Palmer stated that it was growing at an exceedingly rapid rate and he believed that an immense demand would prevail in the future for both American and Canadian implements. He was amazed at the growth of trade and population in this country and predicts a very bright future for the Canadian West.

I. H. C. SPREADERS

No machine benefits the farmers more or finds greater favor than the I. H. C. manure spreader. Canadian dealers should talk spreaders to their trade. Benefit yourself and increase the general prosperity of your locality.

The easiest and best way to fertilize the farm is with barnyard manure properly distributed with

I. H. C. SPREADERS



Return Apron Manure Spreader.

Increase your profits by securing the Agency for the

I. H. C. SPREADERS

Made in three sizes for each of the two styles : Cloverleaf endless apron and Corn King return apron.

For further information write to nearest branch house.

INTERNATIONAL HARVESTER COMPANY OF AMERICA,

(INCORPORATED)

CHICAGO, U.S.A.

Western Canadian Branch Houses :—

CALGARY, Alta.
REGINA, Sask.
WINNIPEG, Man.

Making Progress and Additions.

Some little time ago we had the pleasure of a very pleasant visit from Mr. W. J. Thompson, manager of the Brandon Machine Works Co., of Brandon, Man., who was in the city in connection with several matters in his firm's interests. Discussing trade conditions, Mr. Thompson informed us that his company had all the business they could possibly take care of during the past year. They have just completed the erection of a new brick office and warehouse building. This is 80 x 75 feet, two storeys high, and is so constructed that other storeys may be added as desired. This company is putting in two electric lighting plants, operated by "Brandon" gasoline engines, at Battleford and one at North Battleford. The two former are eighty and fifty 16 c. p. lamp capacity respectively, and the latter is of one hundred and fifty 16 c.p. lamp capacity. Another line the company's agents are finding very profitable is chemical fire engines. They have succeeded in placing one each of these at the following towns within a comparatively short time: Manor, Rouleau, Shoal Lake, Cypress River, Rosthern and Vermillion. This concern will be glad to send any dealer full information regarding their lines. Write them.

The Lion in Heraldry.

Something novel in the way of advertising matter was recently issued by the Canada Carriage Co., of Brockville, Ont., whose products are handled exclusively in Western Canada by the Fairchild Co. As almost all dealers are aware, the trade mark of this concern is a lion's head encircled in a wreath of maple leaves, and it is "The Lion in Heraldry," that forms the theme of their circular. It is very interesting and the company or their representatives will be pleased to supply every dealer with a copy on application. Mention Canadian Farm Implements when writing.

Awful Slaughter of Human Life.

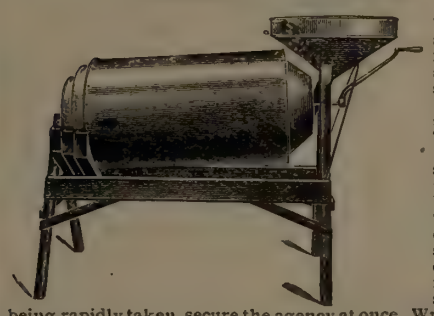
The number of deaths resulting annually from railroad accidents in the United States is appalling. Despite all modern safeguards tremendous catastrophes are continually taking place. A loose rail here, an open switch there, misunderstood orders at this point, wrong signals at that, and flying trains are hurled to destruction and their human freight to death and disablement. The accident bulletin issued by the Interstate Commerce Commission shows that the number of passengers killed on United States' railroads during the last three months was 1, 949, against 249 the preceding three months. The total number of collisions and derailments was 3,103, and the damage done to cars, engines and roadway by these accidents amounted in value to over $2,000,000. The number of employees killed in coupling and uncoupling cars was 68, which is slightly less than for the corresponding period last year. According to another report prepared by the Commission, more than 3,800 were killed by the railroads in the United States during 1905, and more than 50,000 were injured during the same period.

Evidence of Quality.

From the well-known firm of Flint & Walling Mfg. Co., of Kendallville, Ind., manufacturers of Star windmills, towers, pumps, etc., whose goods are handled in Western Canada by the Brandon Pump & Windmill Works, of Brandon, Man., we recently received a neat little brochure dealing with Star products and bearing on its front cover the above caption. As the title indicates, this booklet contains numerous testimonials as well as much valuable information concerning Star mills, towers, pumps, tanks, etc. One thing is evident as one glances through the pages of this catalogue and is that the makers of the enumerated lines believe in reproducing only the best illustrations, and for their efforts in this connection are highly to be commended. Cuts count, but good cuts bring orders. The Flint & Walling Mfg. Co.'s cuts are of the latter kind. Address the company and secure a copy of this list and don't forget to inform them that you saw this notice in Canadian Farm Implements.

FIRE PROOF SHUTTERS
WRITE FOR PRICES
METALLIC ROOFING Co
LIMITED
WINNIPEG

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS "JUMBO" GRAIN CLEANERS!!



THE ONLY MACHINE perfectly adapted to the requirement of farmers in Western Canada. They are new, novel, and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.
The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc.

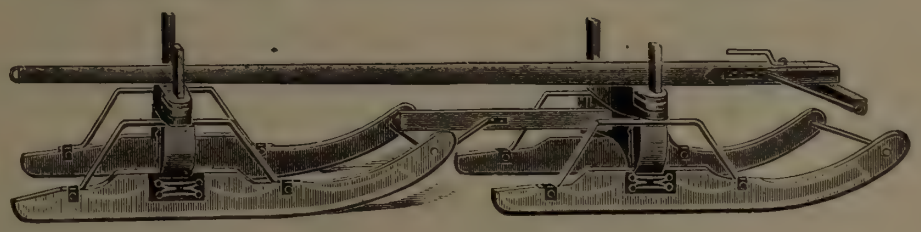
BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.
MANUFACTURED BY FRAZER LUBRICATOR CO.
FACTORIES: ST. LOUIS, NEW YORK.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

FAIRCHILD FARM SLEIGHS
ARE BIG BUSINESS BUILDERS.



Made in Three Sizes: 2-inch Runners 2½-inch Runners 3-inch Runners
WITH CAST OR STEEL SHOES.
These Sleighs are built right and are made from A.1. Material.
We have a Large Stock and can Ship Promptly.
LET US HAVE YOUR ORDERS EARLY.
THE FAIRCHILD COMPANY, LIMITED
WINNIPEG REGINA CALGARY

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

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Fifty Cents per year. Single copies Five Cents.
[Postage Paid Anywhere.]

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F. D. BLAKELY - President and Manager.
P. G. VANVLEET - - Vice-President.

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A. S. CORE - Representative.

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WINNIPEG, MAN., NOVEMBER, 1906

A Question in Your Interests.

For sometime past we have refrained from saying anything about the formation of a mutually protective association by the implement and vehicle dealers of Western Canada. For a time we drummed it up but for some months have left it severely alone. Perhaps our action in so doing may be open to criticism. We believe it was good policy. Our reasons for ignoring the subject during these months were twofold. In the first place, after we had devoted considerable thought and attention to the matter, we reached the conclusion that the members of the retail trade in this territory were not interested, and in the second, our conclusion was borne out as we marked the termination of such an organization formed in the interests of the dealer.

Again, however, we return to the charge. We will once more take up the task of endeavoring to stir our readers to an expression of opinion in connection with the formation of a live organization that will be for the protection and benefit of the whole trade. Before we lay the matter aside we hope to have reached a more definite idea of the mind of the retail implement and vehicle dealers of Western Canada on the subject.

Since we begun the publication of Canadian Farm Implements it has been our good fortune to come in contact with a great many dealers of this country; and a better class of men are nowhere to be found. With a large proportion of these we discussed the matter of a dealers' association. Some were most enthusiastic, while we talked to them but evidently straightway forgot the proposition when we were out of sight; others were less demonstrative in their expressions of opinion, though holding that such an organization would be a good thing; while others flatly informed us that it was an utter impossibility to place in practical working order a body organized for mutual protection by the dealers of the West.

Now, as it is altogether likely that the first two types of men would support and help the formation of an association, therefore it is the latter class we must convince of the necessity of such. It is not impossible to form a working society if every member of the trade puts his shoulder to the wheel. A few cannot do it. It must be done collectively. "United we stand, divided we fall." That is the sum and substance of the whole thing. Unless every dealer can boost the project it will never amount to what it should.

Organization is the modern method of commerce. Everywhere we have the formation of societies for mutual help and protection. Bankers' clubs, manufacturers' organizations, wholesalers' associations, and labor unions, are all the products of the past few years. Across the line we have implement and vehicle dealers' associations, and it is needless to say that they have been of inestimable benefit to the trade at large. With such illustrations of the value of organized effort as we see from time to time, to assert that it is impossible to form an association among the implement dealers of this territory and to make it useful and practical seems to us rather illogical argument, though, as before stated, the trade does not seem sufficiently interested at present.

There is need for such a body among our readers, and despite all that may be said to the contrary the time is coming when the dealer will regret his holding back from taking part in starting such an organization. Dealers in Western Canada just now are particularly favored in comparison with dealers on other parts of this continent. We have an immense field for operation; a field where immigration is so rapidly settling that there is not the life and death struggle for business that exists elsewhere; a field blessed with abundant crops, the result of a kindly Providence and hard work on the part of a happy and contented people, who have an insatiable appetite for all that is latest and best in agricultural implements and vehicles; and a field where the various manufacturers and jobbers have been doing such immense businesses that they have had no reason to be unduly harsh with the dealer. The question is "Will this condition last?" If so, and the dealer is satisfied with present conditions, good and well. If not, what? We believe in the future of this great country. We long ago realized that this was the last and best West, and it is because we believe this and we want to help make it a better place for the dealer to live and work in that we sound this warning to every retailer of farm machinery. The conditions of today will not always last. They cannot be expected to do so and when the dealer wakens up to this fact he will then realize his need of support and protection.

When he needs protection where is it to be got? Of a surety he cannot expect it from those not willing to give it. No, emphatically no, he cannot get it unless he is in a position to demand it, and he cannot be in that fortunate position as an individual. Organization and co-operation are the factors necessary to solve the problem. If the dealer has wrongs to redress in the future, if he has claims to make, or suggestions to offer, he will always get a better hearing when put forth by concerted action with his brothers in the trade.

We are not calamity howlers and we are not "seeing things." We are confident that an association would be of great benefit to the retail trade and that is why we urge it so positively. If one organization for the whole West is too large, then have one for each of the prairie provinces. That can be worked out very satisfactorily. We want to see an association formed and will be glad to assist, within our power, such a project.

Collections Fairly Satisfactory.

"An early harvest, splendid threshing conditions and the fact that farmers began to realize on the results of their season's operations sooner than usual this year led us to believe that collections would come in rapidly. We are not getting in as much money as we expected." This is the way one local jobber summed up the collections situation while discussing the subject with us the other day. As a rule the same condition prevails throughout the entire trade, although a number of wholesale houses have expressed satisfaction at the returns so far. Consensus of opinion shows that during the last two weeks in October money came in briskly, and while settlements are still good they are not in proportion to what they ought to be when those of October are considered.

Fall plowing is said to be somewhat to blame for tardiness in the matter of payments and the above condition, but to the shortage of grain cars is credited the brunt of the trouble. Many blockades are reported from different parts of the West and until these are relieved a considerable stringency is altogether likely to exist in connection with collections. All in all, however, the situation, in comparison with former years, affords much satisfaction. Many farmers are cleaning up old indebtedness of long standing and the greater number of dealers, it is expected, will commence 1907 business with a clean slate.

Compulsory Voting Desirable.

It has often been said that "What is everybody's business is nobody's business," and while in many cases this is the rule rather than the exception, there are times when it frequently proves the latter. Politics is an example of this. Every man who considers himself a good citizen must necessarily take an interest in all matters pertaining to the government of the country, his province or his municipality. The privileges of citizenship carry with them the duties of politics and it is the business of every man to make his contribution to the solution of the problems that continually confront the community in which he lives.

In the West where we have so many new towns springing into existence it is actually incumbent

upon the residents in these places that they take active and intelligent interest in all matters concerning the welfare of their community. There is often a feeling abroad that such things concern only those who devote some attention to them. It is not so. What concerns any community in general has a special significance to each resident. What has been done by those who interest themselves in public matters may be in accord with his view or it may be otherwise. Unless he is thoroughly posted on what is taking place he is neglecting that which is of every importance to himself. Government by the people assumes that every citizen will take an intelligent interest and active participation in all matters in connection with the welfare of the country at large or of his own community. Many dealers and merchants take no interest in such things whatever and it is a state of affairs that is much to be regretted.

Men insist on having the right to vote. How frequently they fail to exercise the powers that franchise gives them. By such indifference dangerous advantages and unlimited powers are placed in the hands of the few, who, while they hold the reins of power, rule everything, whether it be in the interests of the community, country or not. Under such existent conditions is it a wonder that corruption, bribery and fraud are not more rampant? The solution lies in greater interest by our citizens in matters pertaining to all phases of political life.

Rumors are current that at the next session of the Dominion Government an act will be passed making it compulsory for all subjects to record their votes, unless sick or absent from home, and that the penalty for neglecting to do so will be loss of franchise for a term of years. Such an enactment would be a commendable one. It would compel every man who had the right to vote to do so, providing he desired to remain in good standing, and the result would undoubtedly be increased interest in political matters by men who are now altogether neglecting such important affairs.

Lecturer in Farm Mechanics Appointed.

Mr. A. R. Greig, B. A. Sc., who for the past four years has been in the employ of the Canadian Northern Railway Co., of this city, as Chief Draughtsman, has been appointed to the important position of Mechanical Engineer and Lecturer in Farm Mechanics at the Manitoba Agricultural College. Mr. Greig is a graduate of McGill University, Montreal, holding the degree of Bachelor of Applied Science. For a number of years, while in the employ of the Canada Atlantic Railway Co., with headquarters in Ottawa, he lectured on Architectural and Mechanical Drawing in the Y. M. C. A., of that city. It is said that Mr Greig is particularly well posted on all matters in connection with modern machinery and as this subject is to receive special attention at the M. A. C., the board are to be congratulated on having secured the services of a thoroughly qualified man.

Watch the Peddlers.

From time to time rumors are current in the West that dealers and other merchants handling certain lines such as stoves, etc., are meeting with considerable competition from peddlers of one kind or another. It is further reported that this insiduous practice is growing rapidly and that new lines are constantly added by these peddlers. Over in Montana implement and vehicle dealers have suffered severely from the inroads this class have made into the buggy business, and the parties interested have gone into litigation. So far the implement and hardware dealers' associations have not been successful in their effort to enjoin these peddlers operating without a license, the U. S. Circuit Court, before which the case was tried, having given them an unfavorable decision. This association, however, is carrying the matter to higher judicial authority and from present indications, it is asserted, the decision of the lower court will be reversed.

The peddling method of doing business is on a par with those of the catalogue house. It is worse because those following it get into personal contact with those to whom they desire to sell. Thus they have a leverage the catalogue house has not and never will have under the mail-order system. Peddling requires just as much watching and active opposition as the operations of the catalogue house, and must be persistently combatted if it is to be overcome.

Possibilities of Christmas Trade.

As a rule the retailer of farm implements and vehicles does not look forward to an increase in trade during Christmas. The implement business does not lend itself so readily to the possibilities of holiday sales as do some other lines, yet it is possible, by a little forethought, to tide over a naturally quiet season and turn it to profitable account. Discussing the subject, the Implement Trade Journal says:

"It may not be out of place at this time to plan ahead for the holidays, not only by so arranging in good season the stock of vehicles so as to show some of the nobby new styles to the best advantage, but also to take care to have a fancy line of harness, robes, junior wagons, coasters, etc., and, if also handling hardware, as so many of the Western dealers do, a hundred other lines which can just as well as not be included in the list of desirable and attractive holiday purchases.

Then, about the time the people are beginning to think about their seasonable gift purchases, send out some neatly gotten up circulars, with illustrations and prices, including with them a personal letter inviting them to call and inspect your stock of Christmas goods before purchasing, emphasizing the fact that your line may offer to them some suggestions which may serve to help them out of the usual dilemma of Christmas shoppers who desire to secure something appropriate, useful and out of the ordinary. In these prosperous times it ought to be easy to dispose of at least a few of the better class of vehicles, for instance, with all the accessories, including a new set of harness, whips, robes, carriage heaters, sleighs, cutters, etc., as well as some of the other articles mentioned for the younger members of the moneyed farmer's household.

Of late years there has been quite a tendency on the part of many of the live hardware dealers to devote considerable attention to the Christmas trade, and wherever they have taken pains to advertise the fact, and to trim their windows and arrange their stock tastily, they have found it very profitable. The implement and vehicle dealer might as well as not take advantage of the season in place of hibernating throughout the joyous holidays. At least it will keep the pot boiling, to say nothing of furnishing your Christmas and New Year turkey, together with the appropriate fixin's. Try it.

Personal.

W. A. Stephenson is opening up in the harness business at Swift Current, Sask.

Mr. E. J. Goltz recently commenced in the harness business at Craik, Sask.

Mr. A. Chard, harness dealer at Kirkella. Man., has opened up a branch store at Elkhorn, Man.

Mr. M. H. Dosmann opened up in the implement business at Gull Lake, Sask., during the past month.

Hopper & Rathwell, implement dealers at Frobisher, Sask., recently sold out to Hughson & Rathwell.

Lane & Shields is the title of the firm that recently took over the business of Mr. Geo. Lane, at Morris, Man.

Mr. R. Linton a short time ago purchased the implement and vehicle business of Mr. W. F. Miller at Ochre River, Man.

Mr. M. Craig, who was engaged in the agricultural business at Strathclair, Man., recently sold out to the Finch Co.

Mr. Angus McLeod, implement and vehicle dealer at Holland. Man., has disposed of his business to Mr. W. Morrow.

We regret to announce that Mr. Chas. Wahn had his implement warehouse at Winkler, Man., destroyed by fire.

Among the latest comers in the implement trade are Vrooman & Burnap, who have opened up in Lethbridge, Alta.

Borgan Bros. & Co. have acquired the implement and vehicle business of Mr. W. J. Hunter, at Weyburn, Sask.

Mr. H. W. Hutchinson, president and manager of the Fairchild Co., was out of the city on business for several days recently.

Mr. J. F. Hunt will take over the implement and vehicle business of Mr. M. C. Hamilton. Indian Head, Sask., on December 1st.

Mr. A. A. Campbell, the well-known implement dealer at Boissevain, Man., has been succeeded by a firm known as Russell & McLachlan.

It is reported that Mr. Chas. Christie, implement dealer at Alexander, Man., has sold out to a firm to be known as Christie & Haig.

It is said that Mr. F. Kneeshaw, implement dealer at Heward, Sask., is selling out December 1st. Who gets the business is not known.

The Threshers' Supply Co., of Lombard Street, this city, recently made an assignment for the benefit of their creditors.

Mr. William Hilburn, president of the Ayr-American Plow Co., of Ayr, Ont., was in the city for a few days recently visiting several members of the local trade.

Mr. W. R. Gardiner, who has been engaged in selling implements and vehicles at Quill Lake, Sask., recently disposed of his business to Mr. W. T. Smith.

Mr. James Gardiner has succeeded to the implement business of Mr. D. L. Croston at Cypress River, Man. What the latter intends to engage in for the future is not known.

It is reported that the firm of Stirling & Dolmage, Souris, Man., has dissolved partnership. We wrote to find out who continues the business but have not been in receipt of a reply as yet.

Mr. E. Marner, manager of the New Hamburg Wagon Co., New Hamburg, Ont., is in Winnipeg on a business trip, visiting the Wm. Johnstone Co., who handle the New Hamburg wagon in Western Canada.

We understand H. F. Anderson & Co., of this city, are making application to have the name of the concern changed from its present style to that of Tudhope—Anderson & Co. Branches are being established at Regina and Calgary.

Mr. A. O'Connor, of the Stewart-Nelson Co., recently left on his initial trip through this territory. He will be absent from the city for three weeks or a month. We bespeak a hearty welcome for him by all dealers upon whom he calls.

The National Mfg. Co., of Pembroke, Ont., who are represented in Western Canada by Mr. C. C. Macdonald, of this city, recently purchased the entire plant of the Percival Plow & Stove Co., Merricksville, Ont., and will take it over December 1st.

Mr. F. T. Wright, formerly traveller for the J. I. Case T. M. Co., in Alberta, has been appointed representative of the Canadian Moline Plow Co., in that province, to replace Mr. H. W. White, resigned. Mr. Wright will have his headquarters at Calgary.

Mr. A. C. Morris, one of the directors of the Ontario Wind Engine & Pump Co., and Chief of the Purchasing Department, with headquarters in Toronto, Ont., is spending a few weeks with the Winnipeg branch, assisting them in connection with collections.

Mr. A. E. McKinstry, who has charge of the Canadian Sales Division of the International Harvester Co., Chicago, Ill., was in the city for a few days recently, installing the new general agent at this point. He expected to travel West as far as Regina before returning to the Windy City.

Mr. Robert McRae, who recently made a trip through the West for A. C. McRae, of this city, reports a splendid demand for Mount Forest Carriage Co.'s cutters and carriages, as well as for McRae's specialty, the "Dan Patch" speeder. He is confident that there will be a big demand for all kinds of vehicles next year.

The Bradley Mfg. Co., of Bradley, Ill., who recently went into voluntary liquidation for the purpose of complete re-organization, are once more reported to be rounding into good shape with every indication of a satisfactory outcome of their present plans; which practically means that they will be after business again, harder than ever, at an early date.

Mr. W. J. Fennel, implement dealer at Canora, Sask., was in the city for a few days recently, visiting the Balfour Implement Co., whose line he handles in that district. While here Mr. Fennel looked over stocks and stated that he expected to handle from twelve to fifteen cars of implements during next season. He was extremely gratified at the large business of the past year.

Mr. J. E. Ruby, manager of the Frost & Wood Co., of this city, who returned during the last week or so in October from a trip throughout the West, reports himself as well satisfied with the past season's business as well as with prospects for the future. The new building that the company is erecting here is proceeding apace, and there is every reason to believe that it will be ready for occupancy by January 1st.

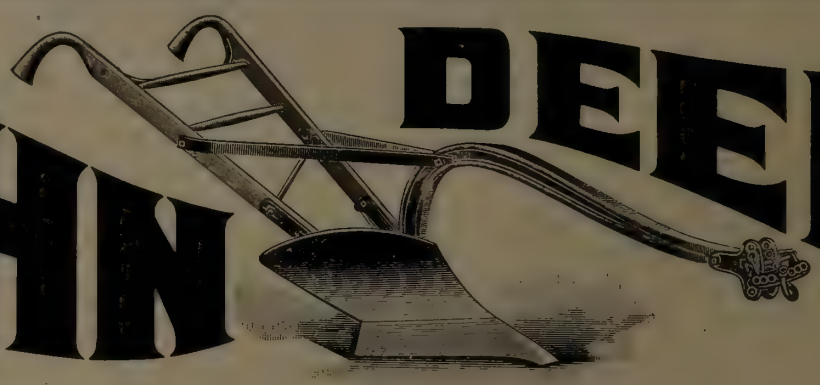
Mr. C. A. Polson, manager of the Twin City Separator Co., Minneapolis, Minn., and president of the Hero Mfg. Co., of this city, manufacturers of the Hero grain separator and cleaner, was in Winnipeg for several days recently looking into conditions governing trade in this territory. Mr. Thos. Wadge, manager of the Hero Mfg. Co., informed us Mr. Polson was much pleased with the prospects.

At the present time the Ontario Wind Engine & Pump Co., of this city, are engaged in erecting three large sprinkler tanks, for fire protection purposes, on new warehouses here. Two of these, of 25,000 gallon capacity, are being placed on the splendid building built by the Bemis Bag Co., at the corner of Alexander Avenue and Stanley Street, and the other, a 20,000 gallon tank, is on the warehouse of the J. C. Wilson Co., paper makers, McDermot Avenue.

Mr. H. H. Rogers, assistant manager of the Canadian Moline Plow Co., of this city, recently returned to the office after a trip over the West in the interests of his company. He went by C. P. R. to Edmonton, returning home by the C. N. R. route. This was Mr Rogers' first trip West of Moose Jaw and it is needless to to say that he was most enthusiastic over the country that he visited for the first time. He stated that trade conditions were satisfactory and that the prospects of good collections were bright.

Mr. Torrance Jacks, manager of the Canada Cordage Co., of

The JOHN DEERE



GETS THE BUSINESS

BECAUSE IT IS THE PLOW OF QUALITY.

QUALITY *in Material* QUALITY *in Workmanship* QUALITY *in Field Work*
QUALITY *in Design* QUALITY *in Finish* QUALITY *from Start to Finish*

One-third of all the Plows in use in this country are JOHN DEERE PLOWS.
Now is the time to fall in line with us for 1907 and GET THE BUSINESS.

DEERE & COMPANY, MOLINE, ILLINOIS.

CANADIAN AGENTS, THE FAIRCHILD CO. Ltd., WINNIPEG REGINA CALGARY

Peterboro, Ont., was in Winnipeg during the past month, when he completed arrangements with Mr. C. C. Macdonald, representative of the National Mfg. Co., of Pembroke, Ont., to handle their twine and other cordage for Western Canada. Mr. Jacks visited us when he was here and expressed himself most favorably concerning the twine business to be secured from this territory. He was very fortunate in being able to complete arrangements with Mr. Macdonald to handle his products.

The Burridge Cooper Co., of this city, have been awarded the contract for a 40 h. p. Ohio alcohol engine, and all other fittings, for the power plant of a large flour mill at Mundara, Alta. This will be the first alcohol engine installed in Canada. They have also secured the contract for the complete power system of the water works being installed at Moosomin, Sask. This includes a 50 h. p. and 10 h. p. gasoline engine, and a Duplex pump with a capacity of 600 gallons a minute.

Mr. A. E. Proudfoot, Vice-President of the Fuller & Johnson Mfg. Co., of Madison, Wis., was in Winnipeg for a couple of days during the early part of the month visiting the Stewart-Nelson Co., who handle his firm's products in Western Canada. Mr. Proudfoot was most agreeably surprised at the size of the city, and the many splendid warehouses located here he took as excellent indications of the prosperity of the West. He looked carefully into the conditions and left for home feeling satisfied that there was plenty of room for expansion in this territory.

Mr. A. B. Petrie, president of the Petrie Mfg. Co., of Hamilton, Ont., manufacturers of the "Magnet" cream separator, accompanied by his son, Mr. T. S. Petrie, manager of the Maritime branch of the company at St. John, N. B., were in Winnipeg a couple of days ago and are now continuing through to the coast. We are led to believe that it is the intention of this concern to immediately open a branch here, and while further West they will make arrangements for storage and transfer at the principal outside points. Both gentlemen were greatly impressed with this city and enthusiastic over the outlook for trade in this territory.

Mr. S. H. Roe, formerly of the McCormick Harvesting Machine Co., and later with the International Harvester Co., here, recently severed his connections with that concern to accept a position as representative of H. F. Anderson & Co., of this city, in Alberta, with headquarters at Calgary. Accompanied by Mr. Joseph Bryan, of H. F. Anderson & Co., he left for the latter point during the first week in the month. On his departure from the services of the International Harvester Co., he was presented with a handsome diamond ring from the members of the staff, of which, in days gone by, he was one of the most popular. Together with them we join in wishing Mr. Roe every success in his new venture.

Mr. L. C. Hazlett, manager of the Manitoba branch of the International Harvester Co., with headquarters in this city, has been granted a three months leave of absence from duty, owing to the fact that he has large ranch interests in North Dakota that demand his personal attention. Mr. Hazlett will be succeeded here by Mr. M. J. Rodney, the company's manager at Fort Dodge, Ia. Mr. Rodney is an expert in the machine business having been connected with it for twenty years; half of which he has spent at Fort Dodge, formerly with the McCormick Harvesting Machine Co., and latterly with the I. H. Co. In welcoming Mr. Rodney to Winnipeg, Manitoba and Western Canada, we extend to him the glad hand of fellowship on behalf of the entire trade in this territory.

Mr. Joseph Maw, president of Joseph Maw & Co., of this city, is at present on a southern and eastern business trip, during which he will visit Chicago, Lansing, Mich., Pontiac, Mich., Detroit, Brantford, Toronto, St. Catherines, Niagara Falls, and New York. He will reach the latter in time to attend the mammoth automobile show to be held there December 1st. While away Mr. Maw will make selections in automobiles for next season's trade, securing anything that may recommend itself to him over and above the lines at present carried. The auto business of this concern has grown at such a rapid rate that they have been compelled to purchase more ground and are now getting out plans for a new garage, which, it is claimed, will be one of the largest and most modern in Canada. The property secured is south of their present carriage showroom. It has a frontage of sixty-six feet on King Street and extends right through to Princess Street, a depth of two hundred feet.

FAIRCHILD CUTTERS

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Are you catering to this trade? If not better write us now for our latest catalogue showing designs.

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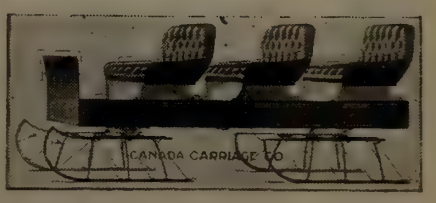
WE CARRY IN STOCK.

PRICES ARE MODERATE.



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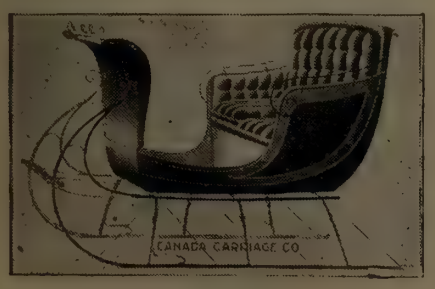

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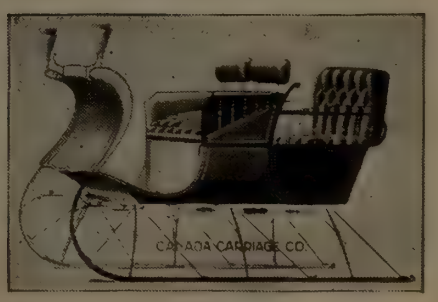

No. 225.

The FAIRCHILD CO. Limited,

Winnipeg Regina Calgary

Effect of Moisture on Wood.

The influence of moisture on the strength and stiffness of wood is something of which very little is known, even by those most experienced in handling the material. Since the subject is one of more than ordinary importance it is receiving considerable attention from the officials of the U. S. Forest Service. During the last three years they have devoted a great deal of thorough study to the matter with the result that their investigations will be given extensive publicity by the publication of an exhaustive technical bulletin. The chief points presented by the study are:

1. The relation of moisture to strength follows a definite law which can be graphically expressed, proper drying very greatly increases the strength of all kinds of wood, the amount of increase in strength depending upon the species and the dryness. The increased strength given to green wood by thoroughly drying it, is so great that it will surprise many. For example, the strength of a piece of unseasoned red spruce may be increased over 400 per cent. by a thorough drying at the temperature of boiling water. Strength decreases again, however, as the wood re-absorbs moisture. Air-dried wood, protected from the weather, and containing 12 per cent. of moisture, is from 1.7 to 2.4 stronger than when green, varying with the species. Stiffness is also increased by drying. These conclusions, however, are drawn from small-sized pieces not exceeding 4 by 4 inches in cross-section such as are used in vehicle work, tools, etc. Large timbers require years of drying before the moisture is reduced to the point where strength begins to increase. It must also be taken into consideration that more or less checking always occurs when large timbers dry; and if this checking is excessive it may cause weakness to counterbalance, partially or entirely, the strength gained in drying. Consequently it is not safe to assume that the average strength of large, so-called seasoned timbers is much greater than that of green or wet ones.

2. The fiber saturation point of a number of species has been determined. This point, which varies with conditions and species of wood, designates the percentage of water which will saturate the fibers of the wood. It has been found that, under normal conditions, wood fiber will absorb a definite amount of moisture; beyond this the water simply fills the pores of the wood like honey in honey-comb. Only that water which permeates the wood fiber has an influence upon the strength. For the following species the saturation point occurs at the given percentage of moisture based on dry weight of the wood: Longleaf pine, 25 per cent. moisture; Red spruce, 31 per cent.; Chestnut, 25 per cent.; Loblolly pine sapwood, 24 per cent.; Red gum, 25 per cent.; Red fir, 23 per cent.; White ash, 20.5 per cent.; Norway pine, 30 per cent. and Western tamarack, 30 per cent.

3. Prolonged soaking in cold water does not reduce the strength of green wood below that of its fiber saturation point, provided it remains in perfect condition. When wood has been dried and is resoaked, it becomes slightly weaker than when green.

4. Wood soaked in heated water absorbs more moisture because the amount of water which the fiber will contain is increased. This causes a reduction in strength and stiffness, as in wood that is heated or steamed for bending.

Write Before You Forget.

A winged wheel in red, black and gold, forms the very appropriate centrepiece for a very attractive catalogue gotten out by the Wilkinson Plough Co., in connection with their "Light Running Wilkinson Wagon." The general character and appearance of this booklet, which is fresh from the press, is such as to insure the careful reader considerable satisfaction. It is well printed on a nice quality of book paper and we are glad to note that the various illustrations used are from excellent halftones. The "Foreword" or introduction contains a number of things bound to prove interesting to dealers. This wagon is handled in the West by the Stewart-Nelson Co., the representatives of the Wilkinson Plough Co. Write in and get a copy of this list. Winter is coming on and time will be provided for studying the various catalogues. When writing the Stewart-Nelson Co. we would be pleased should you mention Canadian Farm Implements.

The Peters Double Cylinder Force Pump. The Best Hand Force Pump that Money Can Buy. The Most Profitable to the Dealer. The Most Satisfactory to the Consumer. It's a Pump that PleasesEverybody

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your pump.

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump at

W. JOHNSTON & CO., Limited
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We want every Dealer to investigate.
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Maple Leaf Carriages

The **"MAPLE LEAF QUARTETTE"** will command the trade anywhere.

Highest quality of work throughout. Prices Right. An attractive catalogue for the asking.

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CANADIAN PACIFIC

Western Excursions
SINGLE FARE
plus $2.00 for the round trip
TO
VANCOUVER
AND
VICTORIA

Tickets on sale Dec. 1, 3, 4, 13, 14, 15, 1906, and Jan. 7, 8, 1907, good to return within three months.

The Machine Agent.

The agricultural machine agent died. He died hard, for the doctor, who has a small farm, he knew needed a gang plow. He had great hopes of selling him a mowing machine and a turnip sower. He fought death in the hope of getting the doctor on a string, and that is more than likely the reason he died suddenly; but there has been no inquest held.

It is when you die of the faith cure that they sit on your body and put someone in jail.

Anyway, it is simply indecent for a man who is about to meet his Maker to try and sell his earthly physician a land roller and a manure spreader. His thoughts should be fixed upon higher things.

St. Peter admitted him without demur.

"I should keep you out," remarked the old saint, "but I can't help recognizing the fact that you have helped our old world below yonder along. I realize that some farmers who will cut their season's crop this year with an up-to-date binder would cut it with an old-fashioned hand sickle if it hadn't been for you. I've watched you. You drive up just before dinner, and talk. You talk to the old man, to the old woman, to the children. 'A fine farm this, you want to be up-to-date,' says you, and you hang on there till you sell a binder and get his notes—and the old sickle is kept for cutting burrs and mulleins.

"I recognize the fact that the farmer would never have got a binder if he had been left to his own devices. Half the women wouldn't have washing machines today if it hadn't been for fellows like you. The farmer's wife would be chasing the blue flannel shirts and smocks and socks and blankets and grain bags and overalls up and down a washboard, like they did in the year 1, if it handn't been for you.

"You jes' came along and laughed, and shamed and hoorawed the boss into buying the old woman a washing machine, and thus gave the old girl a lift. Then you got her a patent churn and a double boiler. There's things about you I don't entirely approve, but you have done too much for your fellow man to be turned down now."

"Why don't you get a revolvin' door?" queried the machine agent. "Now, I can put you in a beauty, an up-to-date one, in three annual payments—we never put our notes in the bank, and if you want a little more time, why, we are never hard on our clients. Jes' drop us a note stating why you can't pay, an' when you expect to be able to pay, an' we'll arrange things."

St. Peter smiled and ordered him on, and as we go to press, he is in the office of the Recording Angel trying to sell him a typewriter, fifty dollars down, and ten dollars a month till it's paid for.—The Khan in Toronto Star.

Are You Going South?

The Northern Pacific Railway announce that commencing Tuesday, November 6th, their popular tourist car excursions, Winnipeg to Los Angeles, Cal., will again be run and at intervals of every two weeks thereafter. For these special trips Northern Pacific tourist cars will be provided, operated by the Pullman Company and provided with a competent porter. The cars will be run via the famous Northern Pacific-Shasta route, taking in Portland and San Francisco, and the fact that no change of cars will be required will provide for family parties a most comfortable and convenient means of making the trip.

These through tourist cars proved very popular last season and were patronized by the best class of travel. Already space is being reserved and those desirous of obtaining a suitable location, should make application to H. Swinford, General Agent of the Northern Pacific Ry., 341 Main St., Winnipeg, as early as possible.

GASOLINE ENGINE SUPPLIES

We carry a complete line of supplies such as

Dry Batteries, Liquid Batteries and renewals, Sparking Magnetos and Dynamos, etc.

We will be pleased to hear from you at any time, and give Agents our wholesale prices.

The Cooper Gasoline Engine Co
LIMITED,
313 Donald St., **Winnipeg, Man.**

Changes in the International Officials.

Several important changes have been made in connection with the head officials of the International Harvester Co., of America. The announcement was sent to all the general agents of the company by the sales department, acting under instructions from the President's office. The following are the changes in the organization, and went into effect November 1st:

The vice-presidents, Messrs. James Deering, Harold F. McCormick, J. J. Glessner and W. H. Jones, will relinquish the active duties of supervising the departments which were under their care.

Mr. Harold F. McCormick has been appointed treasurer, Mr. Richard F. Howe having resigned that office, he, however, retaining the office of secretary.

Mr. C. S. Funk has been appointed general manager.

Mr. Alex. Legge has been appointed assistant general manager.

The offices of general manager and assistant general manger are new.

The Great West.

O give me the horses, wagons and whip,
And the straw that is well filled with grain,
I'd mount my Great West, that beautiful ship,
And thresh, be it sunshine or rain.

I have travelled this earth from the East to the West,
I've threshed many fields through the land.
Machines I've had many, but this is the best,
The Great West in its beauty doth stand.

Its belting, its gearing, its cog wheels are strong,
And smoothly it goes to its work.
It gracefully cheers with a harvest home song,
The farmer, be he Christian or Turk.

Then the Great West we will have in every man's mouth,
No wonder its work to be seen,
It eclipses all others from the North to the South,
And finishes its work rapid and clean.

W. W.

[Editor's Note.—The above verses were written in eulogy of the Great West Separator, built by the Sawyer & Massey Co., by an enthusiastic user.]

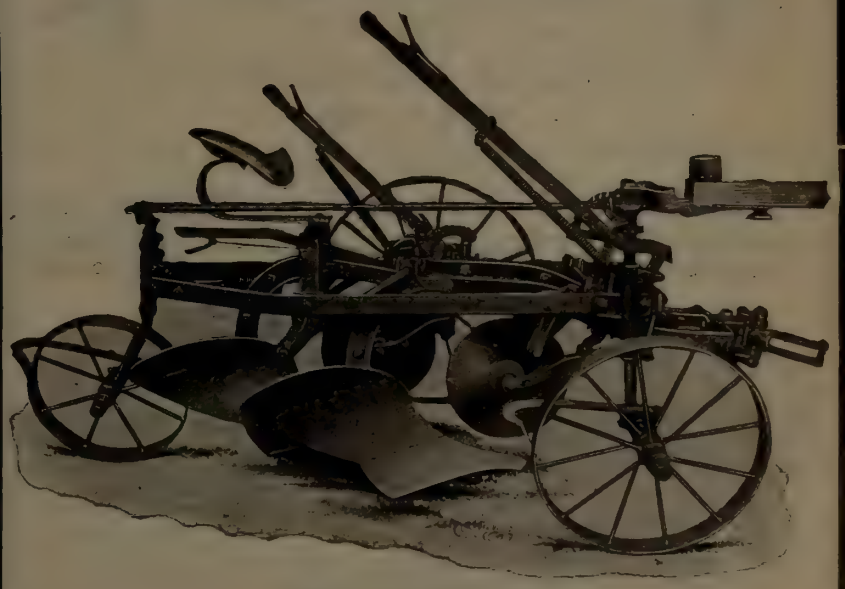
Do your full share of business each day. Take care of the days and weeks, and the years will take care of themselves.

The crowning fortune of a man is to be born with a bias to some pursuit, which finds him in employment and happiness.

—Emerson.

PARIS PLOWS

LEAD THEM ALL.



SPECIAL FEATURES—

Strength, Simplicity of Construction, Cleaning Qualities and Lightness of Draft.

IT WILL PAY TO SECURE THE AGENCY

The Paris Plow Co. Ltd.,
WINNIPEG, MAN.

Manitoba Agricultural College Opened.

Sir Daniel Hunter McMillan, Lieutenant Governor of the Province of Manitoba, officially declared the new Manitoba Agricultural College open on the evening of November 6th. Despite disagreeable weather over six hundred people were in attendance. This amply evidences the fact that the people of Winnipeg are heartily in accord with the aims of this institution, which is the only one of its kind in Western Canada, and, like the farmer and every dealer, are anxious to see everything possible done that can be done for the betterment of agriculture. From all over the province and even from beyond its confines were gathered many leading farmers and others interested in such educational matters.

Hon. R. P. Roblin, Premier of Manitoba and Minister of Agriculure presided. On the platform with him were: Sir Daniel H. McMillan, Hon. Robert Rogers, Minister of Public Works for Manitoba; Rev. Dr. Patrick, Manitoba College; Archbishop Langevin, of St. Boniface; Senator Watson, Portage la Prairie; Geo. H. Greig, President of the Winnipeg Industrial Exhibition; D. W. McCuaig, President Manitoba Grain Growers' Association; Samuel Martin, President Manitoba Cattle Breeders' Association; Mr. D. Munro, President Manitoba Dairymen's Association; Mr. W. G. Scott, President Manitoba Horticultural Society, and a number of others.

The principal speaker of the evening was Mr. Roblin, who dealt particularly with the foundation of the institution, its aims and its objects. His closing words were: "We believe, in fact we know that the young men who go out of this institution will carry with them that scientific and practical education that will not only enable them to more intelligently and scientifically follow their profession, but by their success will prove the wisdom and propriety of founding an agricultural college for Manitoba." Short addresses, of a congratulatory nature, by representatives of the various agricultural associations followed, at the conclusion of which those present adjourned to the dining rooms and partook of light refreshments.

A word about the college itself and the staff will not be out of place here. The building is a magnificent stone and brick, four storey and basement, structure and a decided credit to the citizens of the province of Manitoba. The basement is given over to kitchen, dining room, and gymnasium room purposes. On the first floor is the main auditorium of the building, lavatory, the office of the principal and that of the resident master, museums, and lecture room. The second floor is devoted to lecture rooms, library and reading rooms, offices of the agriculturist and horticulturist, and the private room of the resident master. The two upper floors are utilized as students' quarters, and above these is a space for the storage of trunks, etc. Throughout the entire building the interior fittings leave little to be desired and all the equipment is of the very latest and most modern kind.

The staff is composed of men who have already forged their way into the front rank of scientific agriculturists. Each is a specialist in his own particular line. All are enthusiastic and full of energy and in time will undoubtedly make their institution a factor of great importance in the matter of agricultural education. At the head is W. J. Black, B.S.A., who is Principal and Professor of Animal Husbandry; W. J. Carson, B.S.A., Professor of Dairy Husbandry; W. J. Rutherford, B.S.A., Professor of Agriculture; F. Torrance, B.A., D.V.S., Lecturer in Veterinary Science; F. W. Broderick, B.S.A., Lecturer in Horticulture and Forestry; G. A. Sproule, B.A., Lecturer in English and Mathematics, and A. R. Greig, B.A.Sc., Instructor in Mechanics.

J. J. Hill on Reciprocity.

"It is an opportune time for a practical movement towards better trade relations between the United States and Canada," was the gist of an address by Mr. James J. Hill, President of the Great Northern Railway Co., delivered before the Merchants' Club of Chicago, Ill., on November 10th, when he discussed "Chicago's Interest in Reciprocity with Canada."

In the course of his remarks, the speaker pointed out the great delay in transportation that prevails over the entire country at the present time. This, he asserted, is due not to shortage of cars but to a lack of railway tracks and terminals to provide greater opportunity for the movement of cars. The country is facing a transportation problem that will only be solved by time, patience and enormous sums of money.

Going to the heart of his subject, Mr. Hill showed the great value of Canada's trade to the United States. He gave figures to prove that the trade of the people who are to be reached by the Panama canal is only worth about $54,000,000 annually, while the trade of Canada is worth something like $200,000,000 per annum. Mr. Hill argued that the conservation and increase of trade with this country is of greater importance to the people of the United States than anything that will accrue to them through the construction of the canal at Panama.

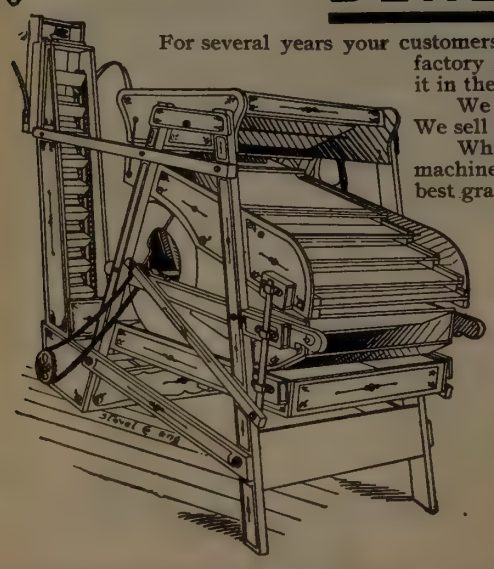
Concerning reciprocity with this country, Mr. Hill said:

THE DEALER
WHO HANDLES
STAR WINDMILLS
is not ashamed of his goods.

THINK THIS OVER
THE STAR
was the only Windmill awarded a Diploma at Brandon Fair this year. Send your orders to us, they will have prompt attention.

BRANDON PUMP AND WINDMILL WORKS, BOX 410, BRANDON, MAN.

DEALERS



For several years your customers have been looking for a satisfactory grain cleaner. They will find it in the "HERO."

We don't peddle our machines.—We sell to the trade only.

When you are handling the best machinery in other lines, handle the best grain separator on the market.

Your success depends on the prosperity of the farmer; his in turn depends on the quality of his seed. The "Hero" will satisfy him because it will clean with equal facility wild oats or other foul seeds from wheat.

We have the machine that will interest you, that will pay you, and that will satisfy your customers.

MANUFACTURED BY
Hero Manufacturing Co., Ltd.
COR. C.P.R. and JACKSON AVE.
ELMWOOD, - WINNIPEG

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP. - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all.

Yours for the asking.

Your attention is called to
NINE POINTS ONLY
The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

"Whatever commercial policy confers the greatest benefits on the whole continent will best advance the various parts and this city would receive and confer inestimable benefits under a more liberal trade convention. Canada will, in any event, and under any system, be opened up and highly developed. Would it then be disadvantageous for us to share in the products of the fields of Manitoba, Alberta and Saskatchewan? The manufacturing interests of both countries are the first to raise an alarm. We have as much reason to dread Canada in competition as Pennsylvania has to cry for protection against North Dakota. Canada would be no more in danger than Montana is by the competition of Ohio.

TIME RIPE FOR MOVEMENT.

"The time is opportune for a practical movement toward better trade relations with Canada. There has been increasing irritation toward our attitude and already the fact that our average tariff against the Dominion is 49.-83, while that of Canada against the United States is 24.83 causes comment and suggests reprisals." In closing Mr. Hill said:

"What is the first practical step? The consummation most to be wished is the wiping out of the custom houses along the northern frontier and the establishment there of absolute free trade. If the time is not ripe for that, the least it demands is ample reciprocity. There cannot be a beginning until we have fixed in our minds the desirability of a free exchange of natural products and raw materials, giving to the New England manufacturer his fuel and to the farmer of the western plain his lumber, and to the maker of books and newspapers their print paper free from the exactions which the needless tariff now permits monopoly to impose. From this as the beginning, the work may go forward toward a larger liberty of the enlargement of the markets and the progress of public sentiment that reciprocity once in operation will assure."

Sell Manure Spreaders.

What are you doing in the way of pushing the sale of the manure spreader? Now is the season when farmers will have time on their hands to study such questions as the advisability of purchasing new machinery. A good live campaign in favor of the manure spreader would undoubtedly net you a number of sales. There are many machines on the market; therefore, plenty of room for selection. You cannot afford to miss representation in this line. Take on a spreader, push its sale, and later you will marvel at the satisfaction and profit that are yours for so doing.

Refused the Order.

"If You Ride in Winter," is the title of an attractive booklet that the Chicago Flexible Shaft Co., of Chicago, Ill., are sending out to applicants. It is designed to show all who ride on cold days how to keep warm of feet and comfortable of body on the longest trip, and also to point out to dealers the good money that can be made handling their line of Clark heaters and coal. By the way, we understand, a quantity of the latter was recently imported by His Satanic Majesty into Hades, to be used for experimental heat producing purposes. It was found so satisfactory, after one or two trials, that the Cloven Hoofer immediately placed an order for a continual supply. This order was refused at once, the manufacturers believing that their product would be more blessed if utilized in producing comfort here and not discomfort hereafter. They're right. Write and get a copy of this booklet and mention our paper.

LLOYD'S

Handy Low Down Suspension Wagon Spring Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your Supply of Wagons short Seats, and give this Seat a Trial.

Read what one Dealer says:—

Belmont, Man., April 28th, 1906

This is to certify that the Wagon Seat sold by Mr. B. F. Lloyd, of Wawanesa, is the most useful Wagon Seat on the Market. My customers ask for them when buying a new wagon and I am frequently asked to take the old style seat in exchange for them. I am willing to answer any enquiries that may be made of me with regard to these.

C. DRUMMOND HAY.

AGENTS WANTED

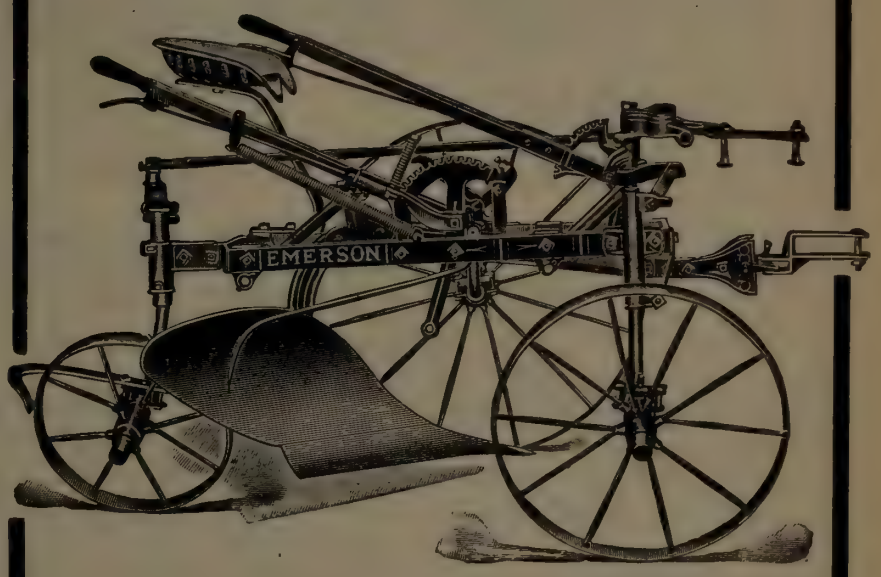
Write for Quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

DID YOU EVER SEE A MAN

with a wishbone where his backbone should be—who continues in the same old rut year after year, hoping for the better business next year; which never comes? How different the man who uses reason and judgment in the selection of his goods; who stops to think that one of his most important machines is his plow, because every farmer must have one, and the sale of a satisfactory plow will bring the customer again when he wants other machinery.



You can't be too careful in the selection of your plow line now, because the Emerson Foot Lift Plow is such a success that every plow builder is rigging up some kind of so-called Foot Lift and attempting to make a magazine wheel box, besides trying in other ways to imitate our plow. Some try to make you think you save in buying their attempted imitations, when, as a matter of fact, you lose, because even if they have heretofore had a good plow the changes they have made are experimental and you don't want to experiment - it's too expensive.

It's to your interest and ours to know the facts; YOU want to know why our plow is easier to handle than any other; WHY it is lighter draft, and WHY it is more durable, because as a salesman you appreciate that these facts firmly impressed on the minds of your customers will result in quick sales, reasonable profits, and a satisfactory and ever growing trade. That's what you are striving for. No other line will bring so high a degree of success for the effort you put forth. Experience of others proves this fact. Why not prove it to yourself right now?

EMERSON MANUFACTURING COMPANY,

Farm Implement Builders since 1852,

ROCKFORD - - ILLINOIS.

CANADIAN AGENTS;

H. F. ANDERSON & CO.

WINNIPEG.

Calgary.

Mr. J. Brandon, of the Massey Harris Co.'s branch at Edmonton, was in the city on a visit during the past month.

Mr. G. A. Hall, of the Fairchild Co., of this city, spent several days at Southern Alberta and Crow's Nest point recently.

Mr. W. E. Hall, of the Frost & Wood Co. here, was recently away on a business trip to Edmonton and intermediate points.

Mr. J. P. Minhinnick, General Agent for the Frost & Wood Co., here, is making an extended trip along the line of the C. N. R., east ta Edmonton, as far as Vermillion.

Mr. E. J. Gifford, who was recently appointed by the Sawyer & Massey Co. to look after their business in Western Saskatchewan and Alberta, was in Calgary for several days a short time ago.

Mr. J. Lattimer, of the Cockshutt Plow Co., of this city, is making a trip through British Columbia in the interests of his company. He will be away until about the end of November, touching at all important points and going as far as the coast cities.

Mr. George Granger, of the John Campbell & Sons, London, Ont., manufacturers of carriages, etc., was a business visitor to this city a short time ago. While here he completed arrangements with the Frost & Wood Co. to handle the Campbell line at this point.

A meeting of the Alberta Wholesale Implement & Carriage Association was held Saturday evening, November 3rd, in the offices of the International Harvester Co. It was largely attended and several items of importance were discussed; the most important being the subject of the present Lien Law Act.

Mr. O. W. Hembling, implement dealer at Didsbury, and owner and manager of the opera house at that point was here in connection with the latter recently. He is taking a partner in the person of Mr. J. A. Ruby, and it is expected that this will make a strong combination.

On October 31st, Mr. E. M. McCammon, manager of the J. I. Case Co., here, was united in marriage to Miss Harriet Little, by the Rev. J. A. Clark. They spent their honeymoon trip in visiting the coast cities of British Columbia. We extend to Mr. McCammon the congratulations of the trade.

Mr. H. H. Rogers, assistant manager of the Canadian Moline Plow Co., Winnipeg, recently made an extended tour through Alberta. While here he appointed Mr. Fred Wright, formerly of the J. I. Case Co., of this city, as representative of his firm in this territory. Mr. Wright will have headquarters here. The appointment is a popular one.

Mr. A. E. Mott, manager of the Cockshutt Plow Co., Winnipeg, recently returned to that city after a conference here with the representatives of the Alberta branch. Arrangements have been completed for the erection of two additional storeys to the warehouse of the company here. Details of their work for 1907 were also gone into and arranged.

Mr. Joseph Bryan, of the H. F. Anderson Co., of Winnipeg, is in the city in connection with the branch which this concern are opening here. Mr. S. H. Roe, who was formerly with the International Harvester Co., at Winnipeg, will have charge of this territory. This firm expect to have things in first class going shape by the New Year.

A number of implement dealers have visited this city during the past month. Among them we noticed the following: Geo. Becker, Crossfield; A. F. Grady, Mayor of Macleod and a well-known dealer at that place; O. W. Hembling, Didsbury; F. M. Archer, Innisfail; W. J. Botterill, Red Deer; Wilson Bros., Okotoks; and Mr. A. N. Stinson, formerly at Manor, Sask., but now of Okotoks.

Mr. W. J. Botterill, of the firm of Latimer & Botterill, Red Deer, who is also a member of the Council of that town, recently spent some time in the city. He informed us that he has completed arrangements for the erection of a fine new warehouse at Red Deer, which will have the advantage of track facilities, in addition to being an excellent location for a retail business. This concern will handle the various lines of the International Harvester Co. from this one warehouse.

The contract for the building of the new Tudhope Carriage Co.'s warehouse at this point has been let to McNeill & Burn. The building will be on the corner of Second Street, East, and Tenth Avenue. It will be of solid brick, three storeys and basement in height. The two fronts will be of pressed brick with cut stone trimmings. An electric elevator will be installed and also a modern and up-to-date heating system. The size of the building is 60 x 120 feet, and will include offices, vaults, and a large show room 60 x 70 feet. It is said the cost will be about $35,000. The structure will be completed in about three months.

If you have a purpose in view, stick to it until you succeed, no matter the length of time required or how hard the work.

Dealers' Federation Meet.

On October 9th, 10th, and 11th, the National Federation of Retail Implement and Vehicle Dealers' Association held their seventh annual convention in the Lexington Hotel, Chicago, Ill. This body is composed of delegates appointed by the various implement and Vehicle dealers' associations of the United States and its annual assembly has always been held at the same time and place as the National Association of Agricultural Implement and Vehicle Manufacturers of the United States. It has been the strongest force in creating a better understanding between the dealer and the manufacturer and has been most successful in securing many advantages and benefits for members of the retail trade that would have been exceedingly difficult of consummation without its aid. Mr. H. J. Hodge, Abelina, Kan., is secretary and Mr. E. P. Armknocht, Donnellson, Ia., president for the coming year.

New Implements Increase Farm Values.

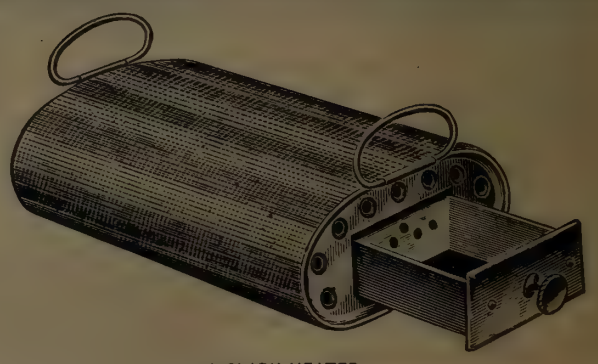
A bulletin recently issued by the U. S. Department of Agriculture, relating to changes in farm values during the five years ending 1905, shows that there has been an increase in values ranging from 10 to 35 per cent. In a list giving causes of this increased valuation are two items of special interest to the implement trade. These are: The use of hand cream separators, by reason of which a market for cream has been acquired at creameries or in cities; and the employment of implements and machines of various kinds not before used.

NOW IS THE TIME TO PUSH
CLARK CARRIAGE HEATERS AND COAL

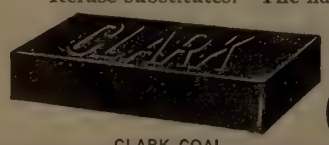
Everyone who rides on cold days needs a Clark Heater. **We make 19 Styles** at prices to suit every purse. The strongest, most efficient and most sightly heaters in the world.

Every brick of Clark Coal carries with it a guarantee to heat longer and stronger by 25 per cent than any other fuel ever made.

Refuse substitutes. The name **CLARK** on heaters and coal is a guarantee of quality.



A CLARK HEATER



CLARK COAL

Canadian Jobbers have these Goods. Get a Shipment at once. Write for our new catalogue.

CHICAGO FLEXIBLE SHAFT CO., 237 ONTARIO STREET, CHICAGO

MR. DEALER

If you want the best trade you cannot overlook this line of implements for 1907.

Walter A. Wood M. & R. M. Co.'s

BINDERS MOWERS RAKES

Dowagiac Grain Drills

Double Disc Single Disc Shoe and Hoe

J. I. Case Plows

Foot Lift Sulkies Foot Lift Gangs
Steel Beam Stubble Plows Wood Beam Breaking Plows
Wood Beam Brush Breaking Plows
Disc Harrows Lever Harrows

Farm Wagons

New Hickory (Canadian) Old Hickory (American)

Barrie Carriage Co.'s

Buggies Carriages Cutters

CONTRACT NOW FOR 1907.

THE BALFOUR IMPLEMENT CO., Ltd.

Market Square **WINNIPEG.**

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

LOW ROUND TRIP RATES
TO
ONTARIO, QUEBEC AND MARITIME PROVINCES

Tickets on sale Daily, NOV. 24 to DEC. 31, inclusive, good to return within three months.

Finest equipment, including Standard First-class Sleeping and Tourist Cars on all through trains.

TWO THROUGH EXPRESS TRAINS

Apply to nearest C.P. Ry. Agent for full information.

CANADIAN PACIFIC

ANNUAL

EXCURSIONS
TO
U.S. POINTS

Low Round Trip Rates
to
St. Paul, Minneapolis and Duluth, Minn.; Milwaukee, Wis.; Chicago and Peoria, Ill.; Cedar Rapids, Sioux City, and Des Moines, Ia.; Omaha, Neb.; Kansas City and St. Louis, Mo.

Tickets on sale daily
Dec. 1st to 31st, INCLUSIVE,
good to return within three months.

Apply to nearest C.P.Ry. agent for full information.

NORTHERN PACIFIC

341 MAIN STREET — CANADA PERMANENT BLOCK WINNIPEG.

CALIFORNIA TOURIST CARS

November 20th and December 4th

Winnipeg to Los Angeles, without change, via Portland and San Francisco.

LOWEST RATES

RESERVE BERTHS AT ONCE

Through Tourist cars will leave Winnipeg every two weeks thereafter.

Ocean Tickets to Great Britain, Ireland and the Continent.

Full particulars from

H. SWINFORD, General Agent — PHONE 1446 — W. H. COLLUM, Ticket Agent

To
Eastern Canada

GREAT NORTHERN RAILWAY

Via The Popular Line

$40 for the Round Trip

Tickets on sale every day—Nov. 24th to Dec. 31st—good for three months.

TRAIN LEAVES C. N. R. DEPOT 5.20 DAILY.

The train of Ease, Elegance and Excellence. Full particulars, reservations, etc., upon request.

A. L. CRAIG, Passenger Traffic Manager, St. Paul, Minn.
R. J. SMITH. D. F. & T.A., 447 Main Street, Winnipeg.

Ask your local agent for sailings of Great Northern and N. Y. K. Steamship sailings to the Orient.

New Factory Completed.

We were the recipients a little time ago of an attractive little leaflet, being sent out by the Frost & Wood Co. This shows a very handsome cut of the magnificent new factory the company have just completed at Smith's Falls, Ont., as well as an illustration, such as appeared in our last issue, showing their new headquarters in this city. This concern is progressing all along the line and their prospects are the brightest. The business has not been developed, as the leaflet says, by leaps and bounds—its growth has been natural and substantial. An invitation is extended to every dealer to secure one of these little leaflets and get next to what the company aim to do in 1907. When writing the Frost & Wood Co., address all letters to Winnipeg, and mention Canadian Farm Implements.

Wagon Warranty Amended.

As we intimated in Canadian Farm Implements some time ago, considerable dissatisfaction was expressed by implement dealers of the United States in connection with the wagon warranty endorsed by the wagon manufacturers of that country, This later developed into some opposition to the terms of the warranty and the matter was placed eventually by the various implement and vehicle dealers' associations in the hands of the National Federation of Retail Implement and Vehicle Dealers' Associations for the purpose of bringing the views of these organizations to the attention of the wagon makers and, if possible, secure some amendments to the warranty.

During the recent convention of the National Federation in Chicago the delegates held a conference with a committee representing the National Wagon Manufacturers' Association of the United States, at which the matter was fully discussed. As our readers will remember, the objections of the dealers to the warranty endorsed by the manufacturers last spring were: "First, that it covered a period of six months only from date of sale to consumer; second, that seat springs were not warranted; and third, that it did not cover the splitting of wagon box sides and ends and the checking of hubs.

After going into the matter fully the wagon manufacturers decided to accede to the request of the dealers' associations that the life of the warranty be extended to one year from date of sale to consumer, instead of six months. The following clause was inserted in connection with the matter of seat springs, which were not guaranteed previously: "Seat springs may be reasonably tested at time of purchase, but will not be replaced if broken after leaving dealer's hands," and it was also provided that manufacturers will replace, within one year from date of sale to consumer, checked hubs caused by reason of unseasoned materials or box sides where splitting is due to unseasoned materials or defective workmanship.

The new warranty, which is endorsed by the National Wagon Manufacturers' Association of the United States, is, as before, printed in triplicate; the original to be forwarded to the manufacturer, the duplicate kept by the dealer, and the triplicate to be kept by the purchaser and submitted when making claim for new parts.

It was also decided to amend the Claim Blank, previously adopted. The new form is much more simple and shorter. The wagon purchaser is only required to state that the vehicle had not been overloaded or abused and that the break was not the result of an accident, also that, under the provisions of the warranty, he is justly entitled to the repairs claimed. As was not the case in the previous blank provision is made for the signature of the wagon user after the new parts have been furnished. By this arrangement both the manufacturer and the dealer receives an acknowledgement from the buyer of the receipt of the parts claimed.

New Post Offices Opened.

On Novmeber 1st, the following new post offices went into operation: In Manitoba: Deer Horn, Hollywood, Isabella, Gleskiw, Neelin, Vidir. In Saskatchewan: Calvington, Fairlight Station, Fertile Valley, Hilldrop, Kingsview, Saxon Hill. In Alberta: Strathmore.

The following offices were closed: Millwood, Alta., and Roecliff, Sask.

THE NORTH-WESTERN LINE

$40 Round Trip to Eastern Canada

Tickets on sale November 24th to December 31st. Good for return three months from date of sale.

The Best Service, Finest Passenger Equipment in the world will be found on the

North-Western Line

Minneapolis, St. Paul to Chicago
Four Fine Fast Trains Daily

For Special Canadian Excursion Pamphlet and any information desired about rates, time of trains, etc., write to

GEO. A. LEE, General Agent,
215, McDERMOT AVENUE,
WINNIPEG.

THE NORTH-WESTERN LINE

Eastern Canada Excursions

VIA **GRAND TRUNK RAILWAY SYSTEM**

$40.00 For the Round Trip

To all points in Ontario and Quebec, Montreal and West.

Proportionately low rates to stations east of Montreal.

Tickets on sale daily November 24th to December 31st.

RETURN LIMIT THREE MONTHS.

The only double track line between Chicago, Niagara, Toronto, Montreal, and other principal Canadian cities.

For further particulars apply to Canadian Northern, Great Northern, and Northern Pacific Agents, or write

W. J. GILKERSON, T.P.A. G. T. Ry. System,
513 Ashdown Building, WINNIPEG.

PETROLIA WAGONS

LEAD ALL OTHERS.

Get the Petrolia Agency; It pays to sell a wagon that you can guarantee. It satisfies and makes the dealer money.

Best and most improved Wagon made in Canada.

Points of superior excellence not found in other makes.

The Petrolia Line comprises farm, freight and one-horse wagons, trucks, dump carts, hay and stock racks, sleighs, etc.

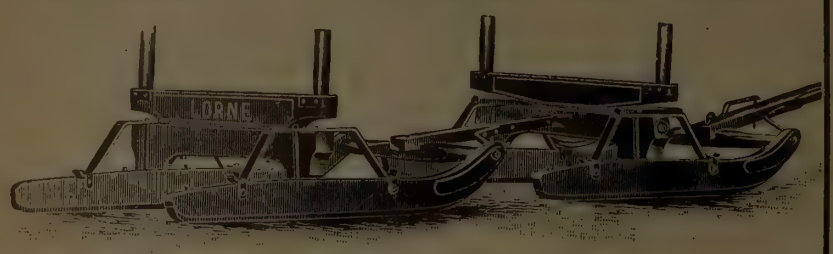
For further information write to nearest branch house.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED),
CHICAGO, U. S. A.

Western Canadian Branch Houses:
CALGARY, Alta.
REGINA, Sask.
WINNIPEG, Man.

THE "LORNE"

ALL SIZES STEEL AND CAST SHOEING



Best Construction. Most Evenly Balanced.
Guaranteed Choicest Material Throughout.

BISSELL'S THE DISK THE FARMERS WANT

Sizes for 2, 3 and 4 horses.

Is known among farmers as the **best disk made** because it has the **capacity,** the **knack,** the **get there,** which others lack. A success for use on **summer fallows,** on **breaking,** on **stubble fields** after harvest. It is the best by far for any tough job. Get the **BISSELL AGENCY.**

Brantford Carriages, Cutters, Traps, Runabout and Palace Automobiles Lorne Farm Wagons and Sleighs, Bissell Disk Harrows, Simplicity Gasoline Engines, Grain Grinders, Wood Pumps, Wood Saws, Etc., Etc.

Joseph Maw & Co., Ltd.

Winnipeg, Man.

"OWEN'S"

ADVANCE

MILLS

Will do better work and more of it in cleaning, grading or separating than any other mill. Especially adapted to taking out WILD OATS.

Made in 3 sizes. No.'s 10—12—20. With or without bagger.

The Fairchild Co., Ltd.

WINNIPEG REGINA CALGARY

We want a Dealer in every town in the West

to handle our

CHATHAM SEPARATING MACHINE

A MONEY MAKER FOR THE DEALER
A MONEY SAVER FOR THE FARMER

The "CHATHAM" takes Oats from Wheat thoroughly

Solving the problem of preparing clean seed; making a 99% separation at the first operation. It is scientifically designed for this purpose, and is strongly built of the very best materials, and can be operated by either hand or power.

It has a capacity of 15 to 20 bushels per hour If greater is needed simply attach two machines together and run with one crank, giving 30 to 40 bushels capacity per hour.

SEE THE POINT, MR. DEALER?

We make the famous Chatham Fanning Mills, Farm Scales, Incubators, and Kitchen Cabinets.

Write us for Agency Contracts.

Warehouses at Winnipeg, Brandon, Regina and Calgary.

THE MANSON CAMPBELL Co.

BRANDON, MAN. **Head Office: CHATHAM, ONT.** CALGARY, ALTA.

WILKINSON

WAGONS have more **genuine** points of merit than any other made in Canada.

Let us send you our new catalogue, which shows in detail **just why** we make this claim.

You will be convinced when you read it and your order will follow—of course.

SOLE AGENTS FOR THE WEST:

The Stewart-Nelson Co. Ltd.

WINNIPEG.

CANADIAN FARM IMPLEMENTS

VOL. IV, No. 6. WINNIPEG, MAN., DECEMBER, 1906. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

Head Office : QUEBEC.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3.000,000
REST - $1,500 000

Andrew Thomson, Esq. - - - - President.
G. H. Balfour - - - - General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw - - - Superintendent.
F. W. S. Crispo - - - - Inspector.
H. Veasey—P. H. Vibert-Assistant Inspectors.

Union Bank Building, Winnipeg.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, (Winnipeg North End Branch).

SASKATCHEWAN.—Arcola, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humboldt, Indian Head, Lemberg, Lumsden, Moose Jaw, Moosomin Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Saskatoon West End Branch), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Calgary, Cardston, Carstairs, Claresholm, Cowley, Edmonton, Ft. Saskatchewan, Frank, High River, Didsbury, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch - - R. S. BARROW, Manager.

Dominion Bank

HEAD OFFICE: TORONTO

Capital authorized - - -	$4,000,000.00
Capital paid up - - - -	3,000,000,00
Reserve fund and undivided profits -	3,565,000.00

Branches in Manitoba and N.W.T.

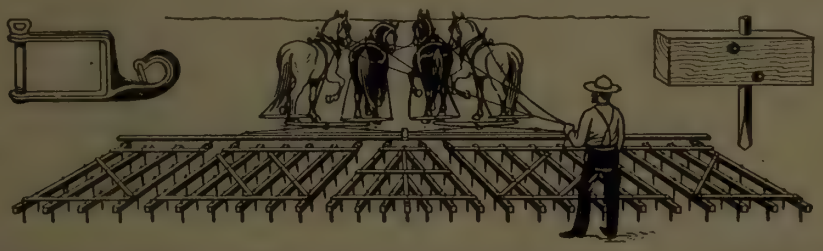
WINNIPEG—F. L. PATTON, Mgr.
Main Office : Cor. Main and McDermot. North End Branch, 709 Main Street
BRANDON. BOISSEVAIN. DELORAINE.
GRENFELL. SELKIRK.

Interest allowed on deposits.

WE WISH ALL OUR FRIENDS "A MERRY CHRISTMAS AND A HAPPY NEW YEAR."

For nearly 60 years we have been making Agricultural Implements in Canada and in all these years our goods have been kept up-to-date.

SLEIGHS
FEED CUTTERS,
GRAIN GRINDERS
HORSE POWERS
JACKS, SAWS, &c.



PULVERIZERS
STEEL HARROWS
WOOD HARROWS
WHEEL BARROWS
WHIFFLETREES, &c.

OUR GOODS WILL STAND CRITICAL EXAMINATION

Head Office and Works
AYR - - ONTARIO
Since 1847

John Watson Mf'g. Co. LIMITED.

Western Office
WINNIPEG - MANITOBA

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000
Offices throughout the civilized world. Correspondence invited.
EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.
OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

HARDWOODS - - -

Manufacturers and Importers of Vehicle Wood goods of all kinds.

We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

D. Ackland & Son, Ltd.,

67 Higgins Ave.,
Winnipeg, Man.

WE WISH YOU
A MERRY CHRISTMAS
AND
A HAPPY NEW YEAR.

CLARE & BROCKEST

Dealers in all kinds of

Metal Sheets, Shingles, Sidings, Ceilings, etc.

246 Princess Street, Winnipeg, Mna.

THOSE WHO HANDLE

COCKSHUTT DRILLS

DON'T "MISS THE SALE"

THE FARMER ASKS FOR THE "COCKSHUTT"

BECAUSE

- He has heard of Cockshutt Drills that have been running 10 years without repair expense.
- His neighbour, who has one, recommends it.
- He knows that live people make it; therefore that no modern idea is left out of its construction.
- It is ratchet-driven from both wheels—mower-hubbed.
- The axle connects both wheels and revolves with them. The grain-box cannot sag.
- He has noticed that it sows without skips and is easy on the horses.

THE SHREWD DEALER HAS THE "COCKSHUTT"

BECAUSE

- The farmer wants it and knows why. It sells itself.
- The positively forced feed, with the power being derived from both wheels, insures unfailing regularity. It sows even flax seed with unvarying correctness.
- It has an adjustable clevis to raise or lower the double-trees.
- It is so evenly balanced that no weight is thrown on the horses' necks.
- It makes money; gets new business and holds the old.

THE DRILL THAT SATISFIES—IT STAYS SOLD

Cockshutt Drills are all made on the same principle.

The Double Disc, Single Disc and Drag Shoes are interchangeable.

Four sizes: 14, 17, 19 and 22 Shoes in each style.

Our Single Disc Shoes do not clog. They have the drag bar on the concave side. The draft is thus direct and the discs are enabled to be only 6-in. apart. The bearings are the easiest running and most durable made.

COCKSHUTT PLOW CO., LIMITED

Factory: Brantford WINNIPEG REGINA CALGARY

CANADIAN FARM IMPLEMENTS

Vol. IV, No. 6. WINNIPEG, MAN., DECEMBER, 1906. SUBSCRIPTION PRICE } Per Copy, 5c. Per Year, 50c

SOME NEW YEAR RESOLUTIONS FOR THE IMPLEMENT DEALER

Resolved

That I will respect my business.

That I will endeavor to build up a reputation for fair and honest dealing.

That I will keep thoroughly posted on the goods I handle, showing them to the best advantage in my ware rooms, and, by having improved storage facilities, avoid loss by depreciation of stock.

That I will place my orders for seasonable lines early, giving manufacturers and jobbers every opportunity to get their products to me in ample time to supply the wants of my customers.

That I will always earnestly strive to adopt modern business methods, refusing to accept second-hand goods, doubtful accounts, to cut prices, or to act as financial sponsor for the convenience of my acquaintances.

That I will try to merit the esteem of the manufacturer, the regard of the jobber, the confidence of my customer, the good will of my competitor, and do everything possible to avoid unnecessary expense to each and all of these and myself.

That I will push trade to the best of my ability, endeavoring by all legitimate means to curtail the advance of catalogue house methods; and make my honesty, my efforts, my energy and my enthusiasm my "long suit" in the hustle for business.

That I will put forth an effort to establish cordial trade relations between myself and my competitor, and, should the opportunity present itself, lend my aid to advance and build up a Retail Implement and Vehicle Dealers' Association for Western Canada.

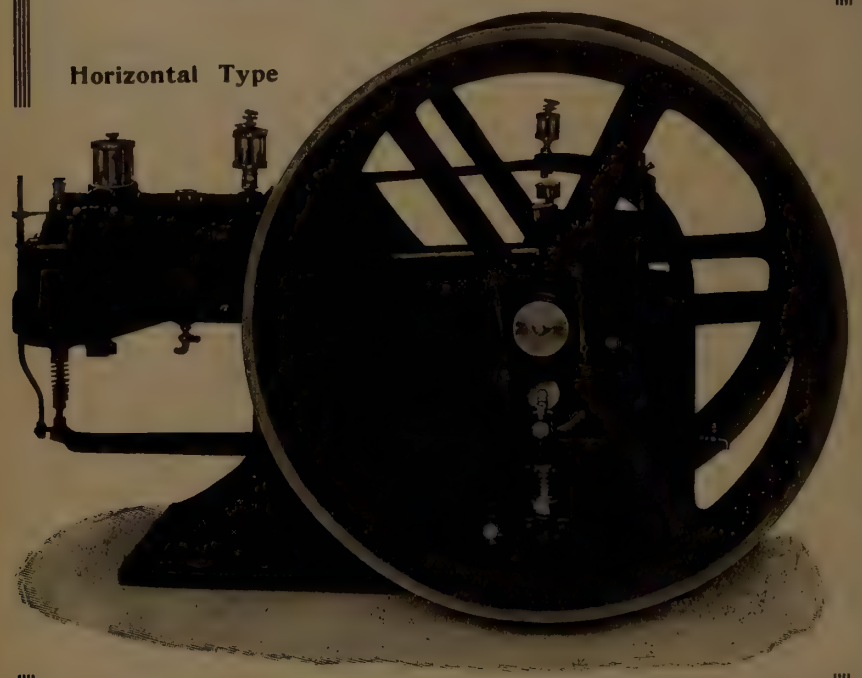
That I will read and keep in touch with all matters concerning the trade in which I am engaged and, for this purpose, will subscribe to the only trade paper published exclusively in my interests in Western Canada; namely *Canadian Farm Implements,* 901 Union Bank Building, Winnipeg; the subscription price of which is fifty cents per annum.

That Having made these resolutions I will endeavour to live up to them and will try and get my competitors to do the same.

"THE BRANDON" GASOLINE ENGINES

COMMAND THE BEST TRADE.

Horizontal Type



WE PROVE BY TESTIMONY

READ WHAT SOME DEALERS AND USERS SAY

F. CHAPIN, Hartney, Man., March 12th, 1906
"The 6 h.p. "Brandon" Engine is working to our entire satisfaction. It is all you represent it."

Wm. DUCK W, Radisson, Sask., October 25th, 1906
"Satisfied with your Engine. It gives no bother. Recommend it to any person wanting value for his money."

H. I. OVERBAUGH, Abernethy, Sask., October 13th, 1906
"Your Brandon' Engine is far superior to any other I have seen; especially as a shop engine. It is ea-y to operate and control,"

R. BEARD & CO., Moose Jaw, Sask., October 13th, 1906
"Our 6 h.p. 'Brandon' Engine is giving entire satisfaction and develops plenty of power for our purpose."

WE HAVE MANY LETTERS IN THE SAME STRAIN PROVING THE SUPERIORITY OF "THE BRANDON"

"The Brandon" Grain Separator and Cleaner

MR. S. A. BEDFORD, formerly Superintendent of the Brandon Experimental Farm, recommends our Grain Separator and Cleaner, and many other authorities consider "The Brandon" the acme of perfection in Fanning Mill construction.

IT IS! WE CAN PROVE IT TO YOU.

Some of the Other Lines we Manufacture and Handle:

Brandon Reversible Grain Grinders, Sawing Machines, Trip Hammers, Pile Drivers, Emery Wheel Stands, Iron and Wood Split Pulleys, Shaftings, Hangers and Couplings, Steel Blowers and Forges, General Machinery Supplies.

SEND US YOUR ORDERS. WE WILL FILL THEM PROMPTLY.

OUR GOODS WILL MAKE YOU MONEY AND SATISFY YOUR CUSTOMERS.

Write TO-DAY for Catalogues, Trade Discounts and Full Particulars.

The Brandon Machine Works Co., Ltd.

BRANDON, MAN.

Two Pointed Questions.

Pondering and thinking amid the clash and clang of opening and sliding elevator gates, the monotonous clickety-click of the indispensable typewriter, the patter of hurrying feet up and down stairs and in the passages, the screeching of countless whistles, the joysome tinkle of sleigh bells, the yelping of dogs, and the rumble and roar that ascends from the busy street, is indeed a perplexing and brain racking task. It is difficult to concentrate thought under such conditions. However, it is the lot of the present day newspaper man, and there are few engaged in the business that shirk their responsibilities in this connection.

While sitting by our desk recently, amidst just such surroundings as above described, several thoughts came to our mind, and believing that they are of equally great importance to our readers as to ourselves, we give them herewith. These ideas come in the form of two questions as follows:—Do we appreciate our readers? and, Is the trade journal essential to the success of the man engaged in the business it represents? We will deal with these separately.

Do we appreciate our readers? The thought startled us, and brought in rapid review to our mind the whole situation, embracing, as it does, the interests of the dealers, and our own. The question is unhesitatingly answered in the affirmative. Indeed we do. If we did not appreciate our readers the sooner we were out of business the better for everyone concerned. The trade journal cannot live that does not esteem its readers and, looking at the other side, it will not live unless it is appreciated by its readers. We fail in our mission if, for a moment, we overlook the friendship value of those who read Canadian Farm Implements and they fail in their mission if they do not realize our position as a medium between the manufacturer and jobber of farm implements and vehicles and themselves.

The second enquiry is of even greater interest to the dealer than the first. Is a trade journal essential to the success of the man engaged in the business it represents? This is a subject that has been often discussed. A great many contend the negative, but the greater proportion of authorities believe the opposite. In our humble opinion it is, and yet it is not. We are not as a house divided against itself on the matter but there are two aspects of the case that demand consideration. We can show many instances where men have attained great success in business and yet never subscribed to any trade publication. We can also point out countless examples, however, where men have been rewarded for their careful reading of class journals. Take men as we find them, the country over, and it is the studious readers of trade publications that, as a rule, all things being equal, do the most profitable business in the communities in which they reside.

The man who does not desire to keep pace with all the changing conditions of the day, will find the trade journal of little value. Such an individual usually takes but little interest in the movements of those who are the controlling factors in the business in which he is engaged. He does not recognize the need of keeping tab on the markets and forgets that trade journals aim to record all advances or reductions in either raw materials or manufactured products, and it is useless to bring to his notice that articles of merit and of interest both to him and his employees appear from time to time in such publications. With the trade paper reader the whole condition is different. He appreciates the value of his journal and frequently secures information from it that enables him to provide for an unlooked-for contingency. Consequently he is able to protect himself from loss. He watches the fluctuating tendencies of the market, guages whether it is going up or down, governs himself accordingly and in most cases profitably.

Yes, a man can do without a trade journal, but if he desires to reach the maximum of success in his business, the trade paper proves a live agent in helping him to that end.

Canadian Immigration.

Immigration through ocean ports for July, August and September was 36,353; for the same period last year it was 24,321, an increase of 12,032, which is 49 per cent. From the United States for July, August and September it was 13,040, and for the same period last year 8,608, or an increase of 4,432, or 51 per cent.

To our many Friends and Customers –We wish you all
A MERRY CHRISTMAS AND HAPPY NEW YEAR.

Don't crawl! Ride a Mount Forest Carriage or Cutter.

The 1907 Catalogue shows a complete line

Built of A. I. Stock

Perfect Finish. Patent Removable Bottoms.

If your Cutter stock is low, write for our catalogue and prices.

We can ship promptly.

IT WILL BE MONEY IN YOUR POCKET.

From the word "GO" the Dan Patch Speeder has been the favorite. We have a complete assortment of colors in stock.

A. C. McRAE, Cor. King and James Streets, WINNIPEG.

J. I. CASE DISC HARROW

Why it Excels

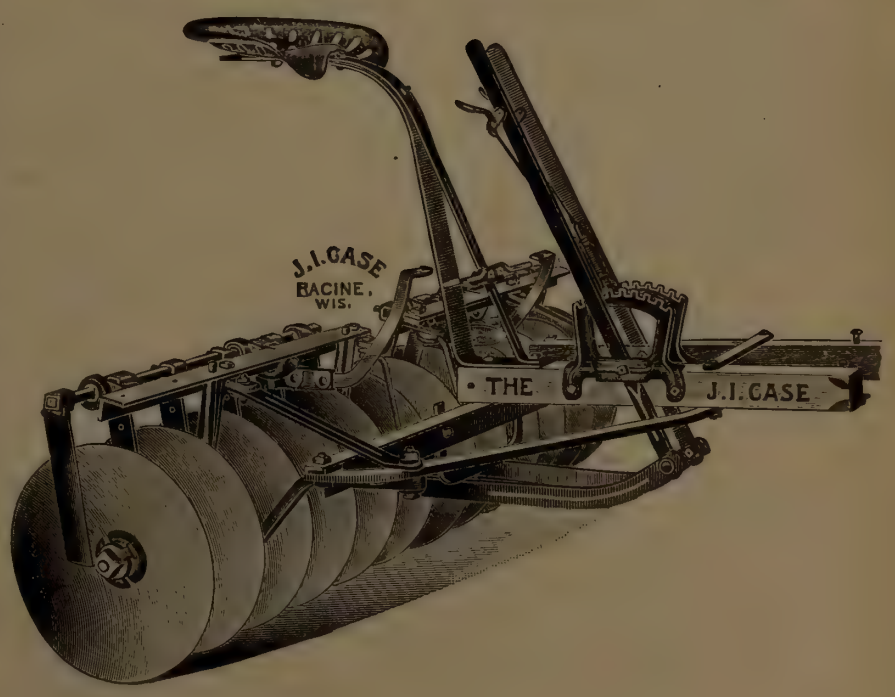
Slicer Scrapers are the best especially for sticky ground. They rest near center of discs and prevent dirt sticking to them. When necessary, a slight movement of the foot lever will cause the scrapers to clean the discs thoroughly from center to cutting edge.

Chilled Ring Bearings are used in the J. I. Case, because they wear longer.

Can be replaced at a small cost– much less than the ordinary style of bearings.

They make for lighter draft than any other style.

Furnished with 16, 18 or 20 inch discs, in 4, 5, 6, 7 or 8 ft. cut, with or without Weight Boxes.



J. I. CASE PLOW WORKS

RACINE, WIS.

Balfour Implement Co. Ltd., Winnipeg, Man.

General Agents for Manitoba, Saskatchewan and Alberta.

Why People Buy EMERSON FOOT LIFT Farm Implements

First

Because they are the EASIEST HANDLED

Why Easiest Handled? Because the Foot Levers are so constructed that a child can handle the machine with the feet, leaving both hands free to manage the team.

Second

Because they are the LIGHTEST DRAFT

Why Lightest Draft? Because of the 2,000-mile magazine axle, forming a thoroughly lubricated and permanent bearing for the high wheels, which must carry the load, and the compact construction, bringing the load nearer the team and mainly on the two largest wheels.

Third

Because they are the MOST DURABLE

Why Most Durable? Because of the magazine axles being virtually indestructible, thereby holding the machine firmly to place and under perfect control. The practical application of the laws of philosophy and mechanics by men of the greatest experience in farm implement building whereby every part of every machine is made as strong as every other part. There is no "weak link."

For These Reasons the EMERSON FOOT-LIFT LINE

IS THE EASIEST SOLD

GIVES THE BEST SATISFACTION

AND MAKES YOU THE MOST MONEY

WE ARE READY FOR 1907

ARE YOU?

IF NOT, IT'S TIME

BETTER WRITE US TO-DAY

Emerson Manufacturing Co.

Farm Implement Builders since 1852

ROCKFORD - - - - ILLINOIS

CANADIAN AGENTS

H. F. ANDERSON & CO.

WINNIPEG

Have No Such Intention.

Recently it was stated in several Winnipeg papers that Gaar, Scott & Co., of Richmond, Ind., who have branches throughout Western Canada, contemplated the erection of a factory here. We immediately wrote the company, asking them if such was their intention, and from the secretary received the following reply:

Richmond, Nov. 23, 1906.

"Canadian Farm Implements,
Winnipeg, Man.

Gentlemen:—Replying to yours of the 21st, the report that we contemplate the erection of a branch factory in Winnipeg is without foundation, as we have no such intention.

Yours truly,
Gaar, Scott & Co."

Calgary.

Mr. Fred Kent, representative of the Northwest Thresher Co., spent several days in the city the past month.

Mr. H. A. Dunn, manager of the Fairchild Co., is making a three weeks' business trip to the Coast. He will return about New Year.

Mr. J. P. Minhinnick, of the Frost & Wood Co., is on his annual business trip to the Coast. He expects to return before Christmas.

Mr. Chas. Kopas, the well known implement traveller, will represent the Frost & Wood Co.'s interests for a portion of Central Alberta during the coming year.

The new warehouse and showrooms built for the Canadian Moline Plow Co. are completed and present a fine appearance, making one of the best show-rooms in the West.

Mr. Robert Gray, president of Wm. Gray & Sons Carriage Co., of Chatham, Ont., and Winnipeg, with Mrs. Gray, were in the city a short time ago. They were making an extended tour of the West.

Mr. Manson Campbell, president of the Manson Campbell Co., of Chatham, Ont., accompanied by Mrs. Campbell, visited Calgary for a few days recently. Mr. Campbell is inspecting the Western agencies of his firm.

There does not appear to have been so many visiting implement dealers in Calgary the last month as formerly. Those noticed were: A. N. Stinson and M. McHardy, Okotoks; Geo. Becker, Crossfield; and Geo. Manuel, Edmonton.

Mr. Howard Campbell, president and general manager, and Mr. S. S. Stratton, secretary, of the Gaar-Scott Co., of Richmond, Ind., passed through on their way from Winnipeg to Portland, Ore., whence they go home through the States.

Mr. W. McCallum, blockman for the International Harvester Co. in Central Alberta, with headquarters at Calgary, has been transferred to Edmonton. He left to assume his new duties in November. His family and effects were also moved up to the capital the first week in December.

Mr. Colin McCreary, general agent for De Laval Cream Separator Co., in Alberta, has left for Ontario and will be away till some time after the New Year. We understand that this is to be a very important trip, in fact, it is said that Mr. McCreary will not return alone. Among other points, he will visit Toronto and Detroit.

Mr. Fred G. Carscallen, who travels out of Calgary for the Massey Harris Co., has left for Orillia, Ont., on a very pleasant mission. He expects to be married there, after which he will return to Calgary to live. Accompanied by his bride, he will visit Chicago and other southern points, en route here. They will be home by the New Year.

The new firm known as Tudhope, Anderson & Co., and made up of Tudhope Carriage Co., Orillia, Ont., and H. F. Anderson & Co., Winnipeg, will, in addition to their own lines, handle the entire transfer work of the International Harvester Co. at this point. Their manager, Mr. Roe, is already on the ground, looking after business and becoming acquainted.

The subject of collections is holding the important share of the attention of all the implement concerns. Almost all report collections as fairly satisfactory, on the whole, although the northern part of the Province appears to be the most backward. Central and southern Alberta paper is cleaning up rapidly, and it is expected that by another month the North will also be good.

The regular meeting of The Alberta Wholesale Implement & Carriage Association was held in the offices of The International Harvester Co. on Saturday, Dec. 1st. There was a good attendance, and important business was taken up and attended to. Among other items looked after were: The proposed amendments to Lien

Law; freight accommodations, postal accommodation on South line, and the matter of exhibiting at fairs.

Civic elections in Calgary this year have an especial interest to the implement fraternity, as two of their members are running for aldeaman, and strangely enough both in the same ward. They are Mr. W. G. Hunt, who was on the Board this year, and Mr. H. W. White, until recently manager of the Canadian Moline Plow Co., at this point. There were two other candidates in the field, and the contest was keen. Sorry we can't report both our implement friends winners, but only one of them won—Mr. White being the fortunate individual.

The Canadian Port Huron Co., with head offices at Winnipeg, have decided to build a handsome warehouse in Calgary in order to handle their Western business to the best possible advantage. They have secured a splendid site on the C. P. R. city spur, near the city electric power house, and intend to put up a three-storey structure built of stone. The building will cover an area of 50 x130 feet. This was made necessary owing to their greatly increased business in the West, and hereafter they intend to make Calgary their distributing point.

The new warehouse being built for The Fairchild Co. is rapidly nearing completion, only the inside and finishing work still to be done. In fact, they are already utilizing the building for warehouse and storage purposes. The building presents a very fine appearance, being of two storeys and basement. The front is finished with red pressed brick. The C. P. R. will have a spur completed past the building before long, which will make this one of the best and most convenient warehouses in the West. The location also is most desirable, being only a short distance from the post office and also from the freight sheds.

Have Had a Profitable Season.

The Ontario Wind Engine & Pump Co., with western headquarters here, who make a specialty of elevated tanks in steel and wood, as well as stand pipes for town and village water supply and fire protection, have had a very heavy run on this line of goods during the past season. They are at present erecting large outfits at Medicine Hat and MacLeod, Alta., Saskatoon, Sask., Carman, Man., and Fort Francis, Ont. During the past season they placed on the market another fire fighter known as "The Little Giant Village Fire Engine." This is finding a ready sale in the West on account of its efficiency and reasonable price; outfits having been sold to the towns of Pilot Mound, Winkler, Altona, Whytewold and Steinbach, Man., and Warman and Irvine, Sask. This engine can be operated by from two to twelve men, and it is said that it will throw a stream 70 feet vertically and over 100 feet horizontally. This company have completed arrangements for handling a line of first class chemical engines, announcements of which will be made to the trade later. They are now in an excellent position for supplying fire apparatus to towns and villages. Any dealer desirous of obtaining information regarding these lines will receive same upon application. The company will appreciate it if the name of Canadian Farm Implements is mentioned by all applicants.

POWER ON THE FARM

Is the Important Question Now.

We have the largest and most complete line of Power Machinery of any firm in the West—for which reason we can make prompt shipment of anything your customer may select.

The Celebrated Canadian Airmotor, sizes, 8, 10, 12, 13, 14, 15 and 16 ft, for **Power or Pumping**

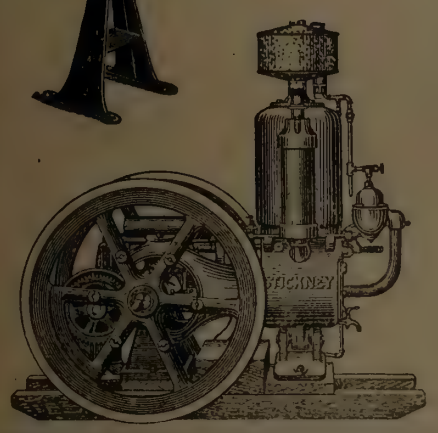
Stickney New Style Gasoline Engines, sizes 1-h.p., 2½-h.p., 4½-h.p., 6-h.p., 9-h.p., 12-h.p., 15-h.p., Stationary or Portable

Horse Powers, 2, 4, 6, or 9 h.p.

Feed Cutters, Grain Grinders, Wood Saws, Tanks, Pumps, Steel Lawn Swings, Hydraulic Rams, EMPIRE CREAM SEPARATORS
Steel Flag-Staffs

WRITE FOR CATALOGUES

CONNECT UP NOW WITH OUR LINES FOR 1907, THEY ARE MONEY-MAKERS



ONTARIO WIND ENGINE and PUMP CO.,
LIMITED,
WINNIPEG, MAN.

HOOSIER GRAIN DRILLS

Strictly Interchangeable. Single Disc, Double Disc or Shoe.

An Agency will pay you

The Hoosier will pay the Farmer

A Good Combination

The Hoosier Low-Down Press Drill Wins Trade

Write for our Proposition Now

THE AMERICAN SEEDING-MACHINE CO., Incorporated - - - WINNIPEG, MAN.

FARMERS

everywhere are **thinking** about cream separators.

Their neighbors **have** separators.
They **read** about separators.
They **hear** about separators.
They **talk** about separators.
When they get ready to **buy** separators, they'll naturally go to their regular

DEALERS

When you sell a farmer a cream separator, you're selling him a machine he'll use **twice** a day, **every** day in the year, for years. It's GOT to be a **reliable** separator or it means dissatisfaction and trouble for you and a possible loss of business. That's only one reason—albeit a **big** one—why it pays to sell the improved

U. S. CREAM SEPARATORS

known all over the country as a thoroughly standard, **reliable** separator, as well as the most efficient and satisfactory all-round. A U.S. Separator right in **your** store where farmers can **see** it, will talk for itself—almost. Just **show it up**—inside and out—and farmers will **buy** it **because** the U.S.

SKIMS CLEANEST—Holds World's Record.
IS SIMPLEST - Only two parts **inside** bowl.
WEARS LONGEST—Just **examine** its construction.
RUNS EASY—Users say so.
QUICKLY CLEANED—Parts few and simple.
LOW MILK CAN—Easy to fill; Saves lifting.
PERFECTLY SAFE—Gears all enclosed.
MOST PROFITABLE—Saves most cream, time and labor.

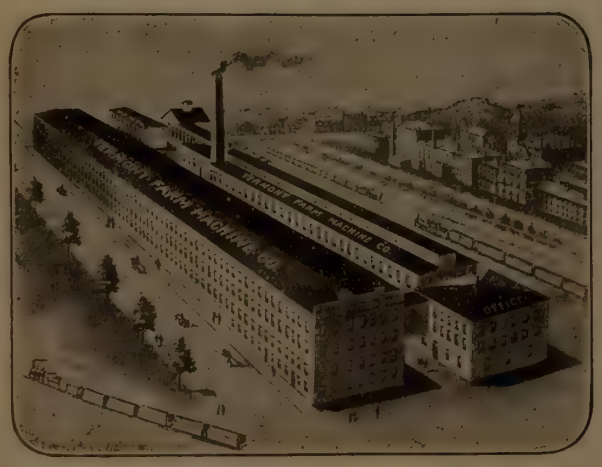
The impetus of fifteen years success is behind the U.S. **You** get the benefit of it.

Many thousands now in use everywhere and more thousands going into use just as fast as our big factory can supply the ever-increasing demand. We want **you** to **sell** your share of them.

Write us. Send for our Catalogues. Let us send our traveling salesman to see you **at once** and explain our proposition face to face. That's the **best** way.

VERMONT FARM MACHINE CO.

BELLOWS FALLS, VERMONT.



Incorporated 1873

This picture shows the main part of our large plant.

We also occupy part of another large building and a big new storehouse (not shown). We have excellent railroad connections, as the picture shows, and to further facilitate prompt deliveries, we carry a well-assorted stock of United States Separators in eighteen distributing warehouses centrally located in the United States and Canada.

Address all Letters to Bellows Falls, Vt.

History of the Cream Separator.

There are none who can successfully dispute the assertion that with the invention of the hand cream separator and the Babcock milk tester came the progress and development of the dairying industry of this continent. For this reason a history of the cream separator forms very largely a history of modern and up-to-date dairying. A knowledge of the various steps that led to the present day cream separator should prove of interest to every dealer, for the reason that it places him in possession of details neither found in the catalogues of cream separator manufacturers nor in the hand-books or reports issued from time to time by the different departments of agriculture throughout the land.

An obscure German chemist of the late fifties is credited with the discovery that centrifugal force would separate cream from milk. He was not particularly interested and failed to grasp the fact that his discovery meant the revolutionizing of dairy methods; he did not pursue his investigations further. A decade or more passed and it was not until 1860 that the next step in the evolution of the cream separator was recorded. At that time a man named Raspail secured a patent from the French Government on a machine capable of separating oily emulsions or compound liquids when of different specific gravities. Fourteen years later, in 1874, a Parisian company also secured a patent in France for a machine capable of performing the same operations as that of Raspail's, except that it had the additional features of continuous feed and separation. No claim was made in connection with either of these machines of their ability to separate cream from milk, though both were theoretically capable of such use. In these two patents are found the basic principles of the present day separator.

A Danish veterinarian was the next to give attention to the matter of perfecting a separator. His invention, however, did not amount to much, and it was not until 1877 that what is considered as the first really practical cream separator was completed. This was the invention of two Germans, named Lefeldt and Lentsch, and they patented it in Germany and

NO QUESTION

ABOUT

Florence Pumps

being superior to all others.

The greatest care is taken in every detail of manufacture.

If you are looking for new lines, you cannot do better than add

FLORENCE PUMPS

to your list.

Let us send you particulars by mail.

Melotte Cream Separator Co. Ltd.

W. Antliff, Manager

WINNIPEG CALGARY

also in the United States, being the first patent on a cream separator granted by the United States patent office. This machine consisted of a heavy metal bowl secured to the end of a metal shaft at a point midway between its top and bottom. An overhanging flange confined the milk against escape upward. Removable plates radiating from the centre of the bowl caused the milk to rotate with the bowl. The whole was enclosed in a protective casing. The upper journal of the shaft was cushioned to guard against lateral vibration. Belt and pulley gearing was provided for rotating the spindle at a high speed, and a belt tightener arranged to engage and disengage the belt in order that the drum might be gradually brought to high speed and gradually stopped. In operation, milk was placed in the drum, the machinery placed in motion, the drum whirled for twenty minutes, carefully slowed down, the cream removed and the skim milk drawn off. The whole process was troublesome, particularly so as steam power was necessary to operate. However, it was the most perfect invention on the market at that time, which was long before the days of the hand cream separator, and it sold at the following prices: When capable of skimming 110 pounds of milk per hour, $200; 220 pounds per hour, $300; 440 pounds per hour, $600; and 660 pounds per hour, $750.

Some little time previous to the granting of the patent to Lefeldt and Lentsch, the United States Patent Office received an incomplete application for a patent on a centrifugal cream separator from two Americans: Edward J. Houston and Elihu Thomson. The principal features of this machine were that it had a single source of supply and two distinct discharge orifices. Provision was made for the removal of the skim milk by means of a pump, thus securing continuous operation and preventing interferences of the supplied liquid with the separated product. They claimed very broadly the method of separating cream and skim milk by mechanical skimming and their application was placed in interference with other applications filed by well known European and American inventors of cream separators. However, the United States Patent Office granted priority to the invention of Houston and Thomson. Litigation followed, and in 1899 the United States Circuit Court of Appeals construed the Houston and Thomson patent to be limited to removing the skim milk by pumping, found that such process had never been practiced and held it not to have been infringed by the modern cream separator which received, continuously, full milk and continuously discharged cream and skim milk from separate openings during the rotation of the bowl purely by centrifugal action.

To hark back a bit and trace up the evolution of the modern separator, it is necessary to say that in 1879 Lefeldt and Lentsch constructed a machine that threw off the milk and cream by centrifugal force. At this juncture Gustaf de Laval, father of the De Laval cream separator, produced a machine radically different from anything previously seen for this purpose. In this separator the milk was fed through a central tube and discharged laterally from its lower end into the bottom of the chamber. The skim milk was drawn off by a tube and discharged through a nozzle into a vessel while the cream was carried through another nozzle and issued into another vessel. Later De Laval adopted the partition plate idea, modified from the Lefeldt and Lentsch constructions, to cause the rotation of the milk with the bowl. From this time on improvements in construction came thick and fast, among the most important being that of two natives of Denmark, namely Carl Peterson and Lars Neilson. Their idea was to draw off the milk and cream by separate tubes projected respectively into the chambers containing the skim milk and cream, and provide for varying the character of the separated liquids without stopping the rotation of the bowl.

About 1883, attention began to be devoted to the inventions of internal devices to enable easier and more complete separation. Lars Neilson was the first in the field, but it was not until 1888 that the most important improvement in internal construction, designed to facilitate the separation of cream from milk took place. This improvement was the invention of Count Clemens von Bechtolsheim, a German subject, then resident in Stockholm, Sweden. It consisted of a series of divisional plates arranged across the radial lines of the bowl. These plates divided the milk into thin layers in each of which the heavy particles moved onward into the skim milk space and orifice, and the light particles moved into the

HIM THAT HAS, GETS

The dealer who has selected a few "World Standard" lines as business getters will find that the other good things among implements come to him unsolicited and on more advantageous terms than can be had by his competitor. His prestige, not only locally but with the Trade, is as great as that of the lines he handles; no more—no less.

DE LAVAL SEPARATORS ARE PRESTIGE BUILDERS

If you belong to the alive, aggressive class of dealers you will get the **De Laval** sign on your warehouse. It represents "Cream Separator" in the true sense as recognized among experts on dairying and dairy machinery, and is the machine every man thinks of first when ready to buy.

The De Laval contract will make your 1907 separator business come easy and if you are the best dealer in your town its yours for the asking.

The De Laval Separator Co.,

Office, Stores and Shops: 14-16 PRINCESS STREET, WINNIPEG

MONTREAL TORONTO VANCOUVER NEW YORK PHILADELPHIA CHICAGO SAN FRANCISCO PORTLAND SEATTLE

cream space and orifice without interference. This resulted in quicker and more efficient separation than formerly took place.

De Laval speedily followed the above invention with a modified form of conical liners in which the cones were corrugated radially These provided openings through which the particles of cream and skim milk might flow in opposite directions with a minimum of interference. Some contended it was unnecessary in order to secure rapid separation to divide the milk into layers, but proceeded upon the theory of producing colliding currents of partly separated cream globules, causing them to move through openings in an internal device towards the centre of the bowl in such a manner as to cause them to unite.

Following these inventions comes that of the tubular cream separator and every dealer is aware of the wonderful progress made in this connection. In this type of separators no liners are used, as the tubular bowl being relatively long in respect to its diameter, and which rotates at a very high rate of speed, secures similar results as that produced by the use of liners or plates, since the walls of blue milk and cream become relatively thin in such a vessel in rapid rotation.

Another improvement of great importance was the later invention of Count von Bechtolsheim of a means for separating dirt, such as hair, etc., from the milk and preventing such material from obstructing the passageways between the different layers of plates. Later came steadying devices and inventions providing for the adjustment of the cream discharge tube in or out from the centre of the bowl in order to vary the density of the cream during the rotation of the bowl. In some separators manufacturers have provided for pasteurizing attachments, but these are not in general use. New styles of bowls, feeds and other advances have been made in keeping with the progress of the dairy industry.

Continual improvements are being made in the cream separator, and manufacturers are sparing neither time nor expense in experimenting with any device that gives any promise whatever of giving additional improvement to their machines. As the separator stands to-day, it offers vast possibilities for dealers and every member of the fraternity should take advantage of his opportunities in this connection.

Hitch Your Wagon to Our Star.

The annexation of Canada, tentatively, and the establishment of reciprocal trade relations with a removal of all tariff duties with Canada, specifically, is the purpose of an organization to be known as the British Association of Illinois, formed during the past month in Chicago. The recent speech by James J. Hill on "Reciprocal Trade Relations with Canada," mentioned in our November number, is responsible for the formation of this organization.

Well! well! Who would have dreamed ten years ago that our big Dominion would create such envy among our southern neighbors. Time is certainly a wonderful changer of opinions. No, no, Uncle Sam, you're a good-natured, big, husky cousin, and we love you, but you've got the boot on the wrong foot this time. You want to get annexed to Canada. When you're ready to hitch your wagon to our star we'll be ready to consider your application for membership.

Too Long to Wait.

A good story is going the rounds of the local trade. A jobber recently received a rush telegram from a dealer in the West, who is somewhat noted for his tardiness in the matter of settlements. The message read: "Send immediately carload of cutters and sleighs ordered by letter Nov. 20th."

As the jobber had previously granted this dealer considerable credit upon which no settlement had been made, he telegraphed back: "Will ship goods on receipt of cheque covering last account."

The retailer immediately wired the following: "Cancel order, too long to wait."

Have Changed Quarters.

The Raymond Mfg. Co., makers of the National cream separator and Raymond sewing machines, recently removed from 344 Portage Avenue to 324 and 326 Smith Street, this city. At this location they have secured the entire three flats of a large commodious building. The growth of this company's business during the past year was such as to necessitate increased quarters. The demand for their National cream separator is growing rapidly and Mr. D. M. Hackney, manager of the company informs us that it is far exceeding their anticipations. They get out some breezy literature in connection with this machine and will be glad to send copies of same to dealers making application. Any company with a well known reputation, such as has the Raymond Mfg. Co., gives added prestige to the dealer handling their line of goods. The manufacturers of the National cream separator are going to make a stronger stab for business in Western Canada than they have yet done, and with this end in view are making their first announcements to the implement dealers of the West through Canadian Farm Implements in this issue. If you write asking for literature, catalogues, etc., we would appreciate it if you would mention Canadian Farm Implements.

THE RAYMOND LINES

DO YOU SELL THEM?

The Raymond Sewing Machines

The old Canadian Reliables, have stood the test for half-a-century, and are to-day the acknowledged leaders.

SIMPLE
SILENT
SPEEDY

ADJUSTABLE
HANDSOME
10 YEARS GUARANTEE

The National Cream Separators

are used by all dairymen throughout Canada and by those who know,

EASY TO TURN
EASY TO CLEAN
EASY TO BUY

FEW PARTS
Simple Construction
CLEAN SKIMMERS

THEY ARE MONEY-MAKERS.

SEND FOR CATALOGUES AND AGENTS' TERMS.

Western Headquarters: RAYMOND MFG. CO., LTD., 324-326 Smith St., WINNIPEG

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Wholesale Commission Merchants
P. O. Box 372. REGINA, SASK.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER;
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

Western Mail Order Business Growing.

Of all problems that lie before the retailers of Western Canada, none is more difficult of solution than that of the mail-order proposition. Just a few days ago, we were confronted with the question: "Is the mail-order method of doing business growing in Western Canada." To answer this in the negative would simply be a false statement. The mail-order or catalogue house trade is increasing in the West, and at such a rate as few retailers imagine. , Further it will take the most wide awake and active opposition on the part of our merchants and dealers to counteract its effects.

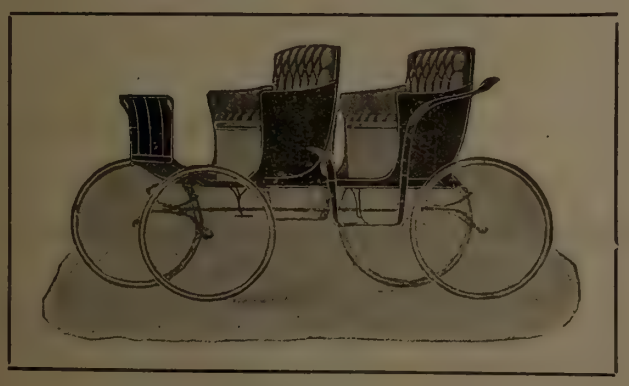
In 1905 the largest mail-order business in Canada established Western headquarters in this city. Since the beginning their business has grown by leaps and bounds and it is now rumored that they will erect another magnificent addition to their already mammoth place of business. Now, it is not their local trade that is the cause of this rapid growth. True, the business of this company in Winnipeg is tremendous, but almost all the other departmental stores have been making extensive additions during the past year, both in business and buildings. No, the wonderful progress of the company is directly attributable to the growth of the mail-order branch of their business in this territory.

In view of the results being secured by the immense catalogue house, smaller fry are being attracted into the mail-order swim. Stoves by mail, sewing machines by mail, winter coats by mail, books by mail and many other articles by mail, are some of the factors that are already giving Winnipeg prestige as a mail-order centre.

So far, members of the implement, vehicle and harness trades have not been greatly worried by the operations of such concerns. Implements are handled only in a very small way, and then in one or two lines only. However, the sale of buggies and harness by mail is growing and working up into a profitable trade. To this dealers of the West must pay attention. It will be necessary for every retailer of these lines, as all other retailers, to adopt the progressive methods of the catalogue house and by selling honest goods at reasonable profits curtail the operations of the greatest parasites of the commercial world.

DOMINION CARRIAGE CO., LTD.

TORONTO, CANADA



The **"MAPLE LEAF QUARTETTE"** on a dealer's floor will attract more trade than any other line he handles.

For the highest grade and best finished work in Canada, at right prices, we cannot be equalled.

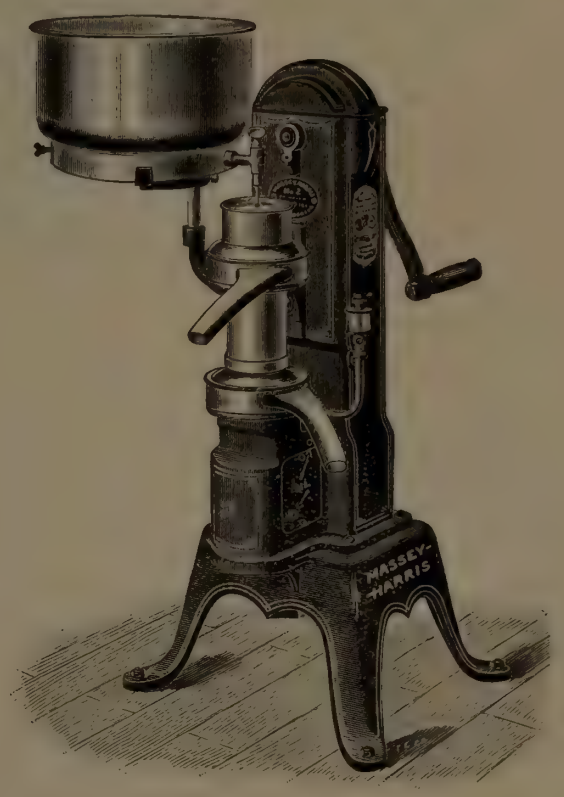
SOLE AGENTS FOR THE WEST:

THE STEWART-NELSON CO., LTD.

WINNIPEG

"The Latest" in Perfected Machinery

THE MASSEY-HARRIS CREAM SEPARATOR



WHAT ITS ADVANTAGES ARE:

Easy to fill.—Because the supply can is low—only waist high—and there is no danger of running the can over as there is with a high supply can.

Easy to Turn.—Because it has cut gears and easy running bearings—Ball Bearings for Bowl Spindle—and removable Bronze Bushings for other Bearings.

Saves all the Cream at all Temperatures.—The Improved MASSEY-HARRIS Bowl readily handles hot or cold milk.

Easy to Clean.—Because there are but two parts inside the bowl, and these are easily removed.

No Danger from Exposed Gears.—Because all gears are enclosed, yet are readily accessible.

Durable.—Because made from highest grades of material, carefully finished, and on account of the easy running bearings.

MAKE THE TEST——BUY THE BEST

IGNORE THE REST

THE MASSEY-HARRIS IS THE BEST

WRITE US FOR SPECIAL DESCRIPTIVE CATALOGUE

Marvels of Modern Shipbuilding.

Considerable interest is at present evident in connection with warship construction, due to the recent successful trials of the new British battleship "Dreadnought." Built since the war between Russia and Japan, she embodies all the lessons learned by British naval experts during that famous struggle and was built in the fastest time ever recorded for a battleship. In her trials she demonstrated a speed of 21½ knots an hour on a continuous run of 172 hours, with occasional bursts of speed during that time of 22¼ knots an hour. The British Government on completion of the test, immediately placed orders for three more ships of the "Dreadnought" type.

But it is not alone in the naval world that Great Britain has scored such a remarkable triumph in ship construction. From the yards of a Clyde-Bank ship-building firm, for the Cunard Steamship Co., was recently launched the largest and most powerful vessel afloat. This was the "Mauretania." In order to give some idea of her tremendous size it is only necessary to say that she is 785 feet long, 88 feet beam, and 60 feet, 6 inches deep. She has a displacement of 45,000 tons, her horse-power, developed by turbine engines as in the "Dreadnought," is 68,000, and she is expected to develop 25¼ knots per hour. This ship has nine decks and will carry a total number of souls on board of 3,070.

Offices and Showrooms of the Fairchild Company, Winnipeg.

On the west side of Princess Street, between William and Bannatyne Avenues, the Fairchild Co., are erecting one of the most magnificent office and sample warehouses in the Dominion. This location is just about a block south of the present office and show-room of the company and is right in the heart of the wholesale district.

The building will have a frontage of 132 feet on Princess Street, running back 100 feet to a spur track in the rear. It will be seven storeys high, including basement, and every floor will have an area of 13,200 square feet; giving in all a total area of 92,400 square feet. This structure will be higher than the average, of the same number of storeys, for the reason that greater depth is allowed between the floors and ceilings than is usually done. These are as follows :—basement, floor to ceiling, 11 feet; ground floor 14 feet; second storey 13 feet and the four upper floors 11 feet each. It will be of the very latest type of mill construction, finished in cut stone and Menomonee brick. The first and second floors will be fronted with plate glass and all the exposed parts of the entire building fitted with wire glass. Heating will be accomplished by steam and it will be lighted throughout by electricity. Large and commodious passenger and freight elevators will be provided and these, as well as all stair cases, vaults, etc., will be placed in brick wells.

The basement will be utilized for storage, while the first or ground floor and part of the second flat will be devoted altogether to show room purposes. It is the intention of the company to carry on their sample floor, a full line of all the different classes of goods they handle. The general and private offices will be situated on the second storey and will be of the most approved style and design. All offices and the different flats will be connected by a telephone system. Like the ground floor this flat will be finished throughout with oak, and each will have a maple floor. The four upper storeys will be given over entirely to the storage of various lines of goods.

Mr H. W. Hutchison, President and Manager of the company, with whom we had a conversation recently, stated that it was the intention of his firm to have one of the largest and finest office and sample warehouses in the Dominion. This in addition to their immense storage warehouse on the corner of Sutherland Avenue and Derby St., illustration of which appeared in our October number, will give the company plenty of space to meet their needs for the time being.

It is not expected that this new structure will be completed and ready for occupancy before next summer, when dealers will have a splendid opportunity to get in touch with what is the most modern in the construction of such buildings. The illustration shown here is from the architect's drawings and gives in detail the general appearance of the handsome frontage of this magnificent addition to Winnipeg's growing list of splendid warehouses.

GET

the KENTUCKY agency and you will see that it pays to sell a machine that YOU can guarantee.

Kentucky Drills are peculiarly adapted to the needs of he North-West farmer.

ALL STYLES,
ALL SIZES.

Send for Catalogues.

The American Seeding-Machine Co., Incorporated,
WINNIPEG, Man.

KENTUCKY

"Good as Wheat in the Mill."

Grain Drills

Single Disc, Double Disc, Shoe.

Interchangeable.

The Revised Tariff on Agricultural Implements.

On November 29th, the Dominion Government brought down the long expected revised Customs tariff; the new schedules going into effect the following day. It is a three column tariff; comprising a general, an intermediate and a British preferential tariff. The general tariff is applicable to all foreign countries and British colonies and possessions. not entitled to the British preference. The intermediate tariff is framed with a view to encouraging reciprocal trade relations between Canada and other countries, but for the present will be dormant. The British preferential tariff applies to Great Britain and the British colonies or possessions heretofore entitled to enjoy its privileges.

Under the old tariff there was a flat rate of one-third reduction in favor of British exporters, but in the new rulings this is abandoned and a separate preferential rate is established for each item in the new schedules. The dumping clause has been retained and has been made applicable to the free list as with dutiable goods not made in Canada. The surtax against Germany is continued, which means an additional levy of one-third of the general tariff. On iron and steel, when used in the manufacture of certain specific articles, importers are allowed a drawback on the duty of ninety-five per cent.

A study of the new schedules shows that, on the whole, the preference in favor of British goods slightly exceeds the former reduction of one-third from the general tariff. In establishing the new preferential rates it is evident that the Canadian Government have made an earnest effort to divert trade from foreign countries to Great Britain. Particularly is this noticeable in articles of metal. The new intermediate tariff rates are equivalent to about a ten per cent. reduction on the general tariff rates. The changes in the latter are not numerous and only in a very few cases has the maximum general tariff rate been increased over thirty-five per cent.

To our readers the most important part of the revised tariff is that dealing with agricultural implements, machinery, vehicles and other lines handled by the progressive implement dealer, as far as it applies to both himself and the manufacturer. We give herewith the different items of special significance to every member of the implement fraternity. Note: "B.pref." means British preferential; "inter.", intermediate; "n.o. p.", not otherwise provided for; and "p.c.", per cent.

GASOLINE.

Item No. 272: Gasoline or naptha, under .775 specific gravity at 60 degrees temperature is placed on the free list in all tariffs. This is a reduction, the former tariff being B. pref. 1 2-3 cents per gallon and general 2½ cents per gallon.

WIRE FENCING.

Item No. 404: Galvanized iron or steel wire, numbers nine, twelve and thirteen guage: B. pref. free; inter., 5 p. c. and general 5 p. c. In the old schedules it was free in all tariffs.

Item No. 405: Buckthorn strip fencing, woven wire fencing and wire fencing of iron or steel n.o.p. net to include woven wire or netting made from wire smaller than number fourteen guage nor to include fencing of wire larger than number nine guage: B. pref. 10 p. c., inter., 12½ p. c., and general 15 p. c. No change from old tariff.

AGRICULTURAL MACHINERY.

Item No. 444: Mould boards or shares, or plough plates, land sides, and other plates for agricultural implements, when cut to shape from rolled plates of steel, but not moulded, punched, polished or otherwise manufactured. Free in all tariffs. Manufacturers formerly paid a duty of 6 p. c. on these parts.

Item No. 445: Mowing machines, harvesters, self-binding or without binders, binding attachments, reapers, B. pref., 12½ p. c.; inter., 17½ p. c.; general 17½ p. c. Duty on this class is reduced. Under the old tariff it was 13⅓ p. c. B. pref., and 20 p. c. general.

Item No. 446: Cultivators, ploughs, harrows, horse rakes, seed-drills, manure spreaders, weeders and windmills. B. pref., 12½ p. c.; inter., 17½ p. c., and 20 p. c. All the articles in this

METALLIC
WRITE FOR PRICES
METALLIC ROOFING Co.
LIMITED
WINNIPEG
CEILING

CHATHAM DUMP BOXES

HAVE SEVERAL very desirable features. They can be placed on any ordinary Wagon Gear. When the wagon gear is desired for other purposes, all you require to do is to remove the Box. The inside view shows how the load is dumped clear of the reach, and the inside half of the bottom protects the reach.

Loose earth, sand, gravel, lime or any other commodity of like nature can be dumped in one pile, or spread along as desired. The contrivance for dumping is operated by foot, so the driver has the use of both hands. Load can be dumped without driver leaving the seat, and the bottom can be drawn up into position while starting on the return trip.

A GREAT TIME SAVER

No teamster can afford to be without it. No contractor can afford to hire a teamster not using one of these boxes.

THE CHATHAM WAGON CO., LIMITED - CHATHAM, ONT.

WESTERN CANADIAN AGENTS:

H. F. ANDERSON & CO., : : WINNIPEG

item are listed as previously, excepting windmills, which show a reduction of 5 p. c. in all tariffs.

Item No. 447: Threshing machine outfit, when consisting of traction or portable engine and separator. B. pref., 15 p. c.; inter., 17½ p. c., and general 20 p. c. Under the old tariff the duty was B pref. 16 2-3 p. c. and general 25 p. c. This reduction practically amounts to no change for the following reason. As every dealer is aware, in the past, threshing outfits have been admitted to duty at large discounts from the list price to the farmer in the United States, the effect of which was, in the opinion of home manufacturers, to reduce their protection very considerably. The Department of Customs feels obliged to reduce the rate of discount materially. The net rate, based upon the increased value for duty, will be about equivalent to the old rate based on the old value of duty.

Item No. 448: Hay loaders, potato diggers, horse powers, separators, n. o. p. windstackers, fodder or feed cutters, grain crushers, fanning mills, hay tedders, farm, road or field rollers, post hole diggers, snaths and other agricultural implements n. o. p. B. pref., 15 p. c.; inter., 22½ p. c.; and general 25 p. c. No change from the old rates.

Item No. 449: Axes, scythes, sickles or reaping hooks, hay or straw knives, edging knives, hoes, rakes n. o. p. and pronged forks. B. pref., 15 p. c.; inter., 20 p. c. and general 22½ p. c. Reduction. The old tariff rate was: B. pref., 16 2-3 p. c., and general 25 p. c.

Item 450: Shovels and spades, iron or steel n. o. p., shovel and spade blanks, and iron or steel cut to shape for the same; and lawn mowers. B pref., 20 p. c.; inter., 30 p. c. and general 32½ p. c. Reduction. Old tariff: B. pref., 23⅓ p. c. and general 35 p. c.

Item No. 459: Steel bowls for cream separators, and cream separators. Free in all tariffs.

Item No. 467: Machinery of a class or kind not made in Canada for the manufacture of twine, cordage, or linen, or for the preparation of flax fibre. Free in all tariffs. No change.

Item No. 469: Well-drilling machinery and apparatus for boring and drilling for water. Free in all tariffs. Under the old tariff well-boring machinery of a kind not made in Canada was admitted free. When such machinery was manufactured here the rate under the old general tariff was 25 p. c. on machines and 30 p. c. on tools and repairs. The usual B. pref. of one-third was allowed.

RAW MATERIALS.

Item No. 472: Materials which enter into construction and form part of cream separators, when imported by manufacturers of cream separators to be used in their own factories for the manufacture of cream separators. Free in all tariffs.

Item No. 473: Rolled steel for saws and for straw cutters, not tempered or ground nor further manufactured than cut to shape, without indented edges. Free in all tariffs.

VEHICLES.

Item No. 591: Freight wagons, farm wagons, drays and sleighs. B. Pref. 17½ p. c.; inter., 22½ p. c. and general 25 p. c. No change.

Item No. 592: Buggies, carriages, pleasure carts, and vehicles, n .o. p., including automobiles and motor vehicles of all kinds, fitted or not, cutters, childrens' carriages and sleds and finished parts of all articles in this item n. o. p. B. pref., 22½ p. c.; inter., 30 p. c., and general 35 p. c. No change. The following provision is made in connection with the above item: Provided that for duty purposes the minimum value of an open buggy shall be forty dollars and the minimum value of a covered buggy shall be fifty dollars.

DRAWBACK.

Manufacturers are allowed a drawback of 95 per cent. on oil, fuel and other articles, not machinery, when entering into the cost of binder twine manufactured in Canada; on rolled iron, rolled steel, and pig iron, when used in the manufacture of mowing machines, reapers, harvesters, binders and attachments for binders; on flat spring steel when used in the manufacture of springs and axles for vehicles and on steel when used in the manufacture of cutlery, files, augers, auger bits, hammers, axes, hatchets, scythes, reaping hooks, hoes, hay and straw knives, agricultural forks, hand rakes, skates, stove trimmings, bicycle chains and windmills.

Edmonton.

Mr. Jas. Henning, inspector for the Alberta branch of the Massey-Harris Co., spent a few days in this city recently.

Mr. J. M. Coates, traveller for the Harmer Implement Co., Winnipeg, was a visitor to this city a short time ago. He reports a very large sale of Superior fanning mills.

The implement and vehicle trade of Edmonton extend to their fellow workers of the West best wishes for a very merry Christmas and a bright and prosperous New Year.

Mr. J. F. Feurte, a former resident of Edmonton and formerly employed by the International Harvester Co., has returned to this city from California to take a position with the Cockshutt Plow Co. All the members of the trade here are glad to welcome him back to the implement fraternity of the capital of Alberta.

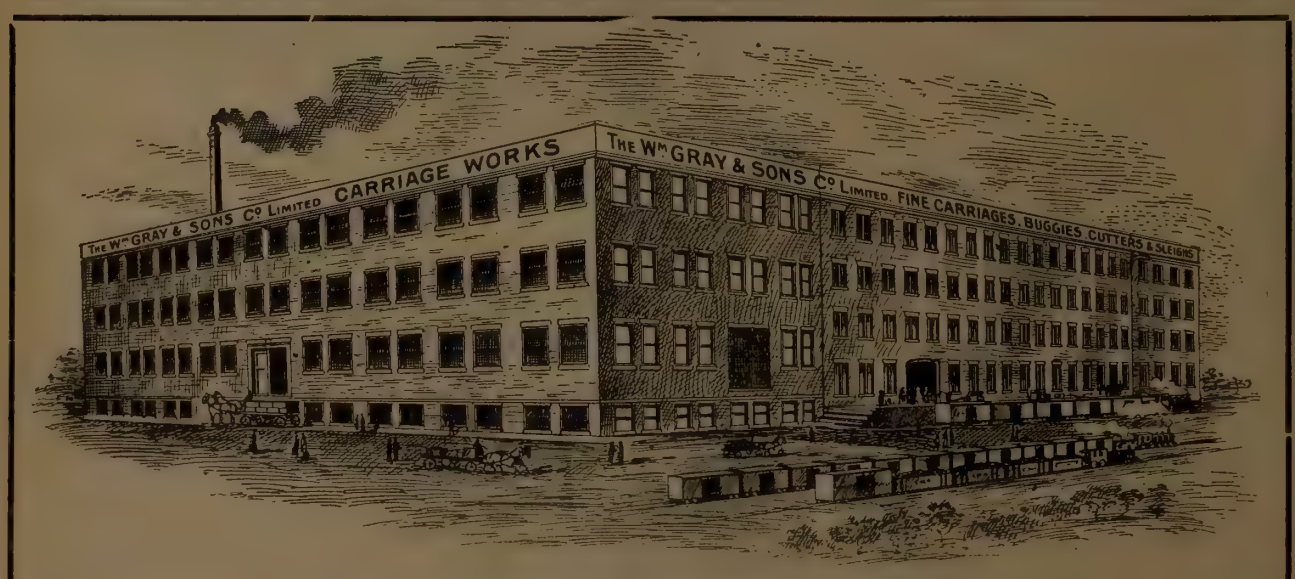
The Cockshutt Plow Co., of Brantford, Ont., with branches in Winnipeg, Regina and Calgary, recently purchased the large brick warehouse erected a short time ago by the Bellamy Co., of this city. The Cockshutt Plow Co. is the first manufacturing agricultural implement concern to establish headquarters in Edmonton.

Mr. Munroe, of the Munroe-McIntosh Carriage Co., Alexandria, Ont., recently purchased a very favorable site from Mr. Jno. Kelly, of this city, for warehouse purposes. The price paid is said to be in the neighborhood of $16,000. This is merely another evidence that Edmonton is fast becoming the chief wholesale centre for this part of the West.

Mr. E. J. Caseley, accountant for the Bellamy Co., was united in marriage to Miss Minna S. Lawson, of Charlottetown, P. E. I., on November 7th. The ceremony took place at the home of Alderman Bellamy, the Rev. Dr. McQueen officiating. On behalf of Canadian Farm Implements, and the entire trade of Western Canada, we take this opportunity of extending to Mr. and Mrs. Caseley our sincere congratulations.

Mr. M. Campbell, of the Manson Campbell Co., Chatham, Ont., was here on his first trip to the Edmonton district a short time ago. He was very favorably impressed with the possibilities and the future of this district, and realized that it was fast becoming the chief distributing centre of this part of Western Canada. We understand that the Manson Campbell Co. is about to purchase a warehouse site and that they will erect a suitable building in the near future.

We regret to report the painful



WM. GRAY & SONS' PROPOSED WINNIPEG FACTORY.

The accompanying engraving shows the proposed factory of Wm. Gray & Sons to be established at Winnipeg next spring. The plans provide for a substantial block of buildings, which will probably be located on Jessie street, Fort Rouge. This factory will have capacity sufficient for 3,000 carriages per annum, and will be further enlarged as the demands of the bnsiness call for it. The sort of vehicles to be made is high grade light carriages for driving purposes.

CHATHAM, ONT. **The WM. GRAY & SONS CO., Limited** WINNIPEG, MAN.

accident sustained by Mr. Jno. Kelly, of the firm of Kelly & Beals, of this city. While out driving a few days ago, accompanied by Mrs. Kelly, he was going down Jasper Avenue, when a small boy with his sleigh made a dash after the cutter to secure a ride. This frightened the horse, which made a plunge forward, causing the cutter to swerve against the sidewalk. Mr. and Mrs. Kelly were both thrown out on the pavement. The lady escaped unhurt, while Mr. Kelly had his right leg badly fractured.

Edmonton has been enjoying fine weather during the past month or so. The sleighing is the best that we have had for a long time, consequently the cutter trade and bob sleigh trade has been exceedingly satisfactory. The main trouble with all local members of the implement fraternity appears to be their inability to get enough of these lines to supply the demand. Collections have been very satisfactory, although they are a little slower than last season. This is attributed to the fact that the winter came on a little earlier than usual, thus preventing the threshers from finishing up, and to the shortage of cars which prevails throughout the West.

A Heavy Increase in Demand.

Mr. G. C. Beeman, manager of Beeman & Co., manufacturers of the Jumbo grain cleaner, recently handed us a catalogue and some other advertising literature. This catalogue is replete with detailed information regarding the construction and novel features of the Jumbo and contains numerous reproductions showing the cleaner in various stages while being built. The back page is given over to a number of unsolicited testimonials received from many customers.

Speaking of the outlook for the coming year, Mr. Beeman said it was exceedingly bright. Already the orders placed for cleaners aggregate almost four times as many as at this season last year. He considers the increase is due in part to the educational campaign among farmers in favor of clean seed and partly to the fact that the crop of the past season is turning out dirty. This concern will be pleased to mail copies of this catalogue to dealers making application for same. We would appreciate it if you would mention Canadian Farm Implements.

A clear mind and a vigorous body are necessary to success in this business. Therefore, be careful of your health.

The National Machine Co.
430½ MAIN STREET, WINNIPEG
SOLE DEALERS
SMITH PREMIER TYPE-WRITERS

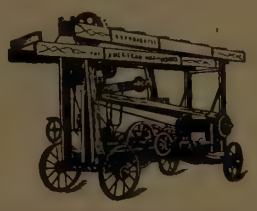
CIRCULAR SAW REPAIRING

By a competent saw expert and every job guaranteed as good as Factory work. Saws Filed, Gummed, Set and Hammered. Send us the Saws you can't use and we will make them right.

Gooper Gasoline Engine Co. Ltd.
313 Donald St., WINNIPEG.

—THE—
American Well Works
AURORA, ILL., U.S.A.

Winnipeg Representative:
T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of what must be accomplished

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

The Superior, THE MILL THAT CATCHES THE EYE OF THE FARMER, and that will do the **best** work is the Mill you want to handle because it sells itself. If you have not seen the Superior you should before deciding what Mill you intend handling this season.

The "Superior," the fastest, strongest and best cleaner on the market. The King of **Wild Oats** Separators. Made in two sizes, with or without bagger. **Agents wanted,** write at once for territory.

THE HARMER IMPLEMENT CO., WINNIPEG
Dept. "C."

Are You Making Money?

MOLINE PLOWS

And all Implements bearing

"The Flying Dutchman"

Trade Mark

will make you money.

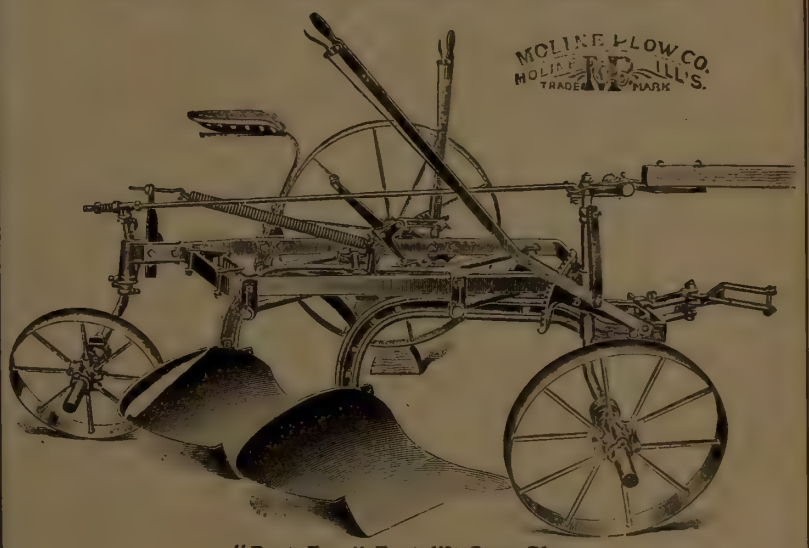
Our contract carries with it many good things, among which are

The Good-Enough Sulky Plow

Sold with breaker or stubble bottom. The best plow on earth for the money. Buy the original "Good-Enough."

The Best-Ever Foot-lift Gang has won a place in the Dutchman family. It has many superior features; does grand work.

WRITE FOR SPECIAL CIRCULAR



"Best-Ever" Foot-lift Gang Plow

Our terms are reasonable. Prices right.
Your Correspondence Solicited.

Canadian Moline Plow Co.

WINNIPEG, MANITOBA.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

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WINNIPEG, MAN., DECEMBER, 1906.

May Yours be a Merry Xmas; A Joyous New Year.

Across the scroll of time the glorious year of 1906 has written its record of prosperity in letters of blazing gold. Now it is drawing to a close and we stand almost on the threshold of a new season; giving thanks for the many blessings of the past, and eager and anxious to reach out and grasp whatever opportunities the future affords.

Throughout the West, from the snow covered shores of the Great Lakes to the wave washed beaches of British Columbia, peace and plenty prevail. There is an optimistic, congratulatory spirit abroad this Christmas season. Speculation, too, is rife as to what lies before each of us beyond the portals of the New Year, and there are many of us who wonder what story of the country's progress and development we will have to tell when the curtain of the passing years rings down on 1907.

While all of us have come to recognize this holiday season as one of joy and merriment, we are prone to forget that it stands symbolic of deep and earnest meditation and careful, studious reflection. We are apt to look too much towards the future and not far enough backward into the past. There is nothing more wholesome for the mature mind at this time of the year than an accurate retrospection of the days gone by, and everyone who thinks seriously of life should indulge it.

A rapid review of the last twelve months shows the gigantic strides our great country is making. The influx of immigration has been the heaviest in the history of Canada and, as the greatest proportion of these settlers are of the most desirable type, it augurs well for the future. Railroad construction proceeds apace and soon the broad bosoms of our fertile prairies will be girded by bands of steel in all directions. The crop was a most satisfactory one and harvested much earlier than usual. There has been a great shortage of cars, and this, together with the fine plowing weather of the fall, has resulted in collections being very slow. This is undoubtedly the most unsatisfactory feature of the year's business, but something that will naturally right itself later on.

Have we cause to be thankful at this time? In chorus the dealer, the jobber and the manufacturer answer: "YES." There are few who are not satisfied with their volume of trade, and but a comparatively insignificant proportion that do not agree that they have had their share of the glorious prosperity rampant in this "The Last West." The trade in farm implements, vehicles, and threshing machinery was the largest in the history of the West and a very careful estimate, made by several individuals in a position to know, cause us to believe that the value of the season's operations in these lines will be easily sixteen millions of dollars.

Canadian Farm Implements extends the season's greetings from the dealer to the manufacturer and jobber and vice versa, and to all we ourselves wish another year of prosperity, peace and plenty. May a Very Merry Christmas and a Happy and Joyous New Year be yours.

Give Him the Opportunity.

Lay your goods out so that they can be readily and quickly got at. Every farmer likes to have an opportunity of seeing the goods he is going to buy. Give him the opportunity.

Our Resolution.

That we will earnestly endeavor to make Canadian Farm Implements of greater value and usefulness to every implement and vehicle dealer in Western Canada than even it has been in the past, and, by so doing, make it of more service and worth to every manufacturer and jobber doing business in this territory.

Like all the rest of humanity, we make resolves for the New Year, and frequently, like innumerable others, we are prone to forget and overlook them. The foregoing resolution, however, is something that we will neither forget nor overlook. In passing our word to the trade in this connection we will constantly strive to carry out the whole spirit of the resolution.

With this issue another volume of Canadian Farm Implements is completed and ready for the work of the binders. Such being the case, and particularly at this season, we take this opportunity of conveying our sincere thanks both to our readers and our ad-

Magnificent New Plant of The Fro

On this page we reproduce a beautiful halftone, showing the magnificent new plant of the Frost & Wood Co., at Smith's Falls, Ont. This factory covers an area of about fifteen acres of land. The buildings thereon are of the most modern factory construction, being substantially built of solid brick, on stone and concrete foundations. Their offices and main warehouses, which were erected in 1903, were not destroyed when they lost their manufacturing plant by fire last spring, so that they are up-to-date in every respect.

The manufacturing plant, proper, is all new and is one of the finest structures of the kind to be found anywhere. It comprises one single storey blacksmith shop, 180 feet long; one single storey foundry, 270 feet long; and an immense U-shaped building of four storeys. This latter building has a floor space of 150,000 square feet and is excellently lighted from all sides. The walls are whitewashed and the sanitary arrangements are of the very latest design. As Mr. G. G. Scott, the advertising manager of the company, puts it: "It is an ideal place to work in."

The appearance of this plant at once impresses the visitor with

vertisers; to the former for their whole-hearted and kindly encouragement, and to the latter for the generous measure of support with which they have favored us during the year just closing.

We heartily appreciate the efforts of all who have helped us, and we rejoice in the knowledge that we have been a means of usefulness to the trade at large. Our aim and ambition for the coming year is embodied in our resolution, and as we said before, we will try to live up to it.

Wood Co., Smith's Falls, Ontario.

the solidity of the enterprise and those behind it. The buildings are all fire-proof. A sprinkler system is installed throughout, which is fed from a 50,000-gallon tank erected close to the power plant. Elevators, stairways, and lavatories are all built in fire-proof compartments, separate and distinct outside the main buildings. The motive power used in the operation of this factory is electricity, which is generated on the premises. Artificial light is supplied by arc and incandescent lamps, which are also run from their own power plant.

Writing us recently in connection with their factory, Mr. Scott says: "We claim that we will have capacity now for double the quantity of goods that we were able to turn out of our old shops, and we want the dealers and farmers of Western Canada to know that we are after the implement business harder than ever this year, because we have better facilities for turning out goods than we ever had before."

We congratulate the Frost & Wood Co. on the energy and activity displayed since their big conflagration of last winter.

Personals.

Mr. C. Christie, of Alexander, Man., was in the city recently on a business jaunt.

Mr. Jos. McKeever, Oak Lake, Man., paid Winnipeg jobbers a visit a short time ago.

Mr. Wm. Peel, a well-known dealer of Selkirk, Man., was in Winnipeg a few days ago.

Currie & Burton is the name of a new concern in the harness business at Moose Jaw, Sask.

Mr. A. A. Ross, of the Paris Plow Co., is making a trip along the C. N. R. in the interests of that firm.

Mr. H. Richards bought out the implement business of Mr. F. Kneeshaw, at Heward, Sask., recently.

Mr. W. T. Smith, of Treherne, Man., recently visited Winnipeg. While here he called on A. C. McRae.

The firm of H. W. Hoskins & Co., dealers in agricultural implements at Red Deer, Alta., has retired from business.

Mr. A. A. Hasard, implement dealer at Tyvan, Sask., has been succeeded by a new concern known as Vosper Bros.

Mr. Jas. Macdonald was recently succeeded by Mr. H. Hatcher in the agricultural implement business at Osage, Sask.

Mr. I. C. Nelson, president of the Stewart Nelson Co., recently returned to the city from a trip through the West.

The City Carriage Repair Shop is the latest addition to the vehicle concerns of the hustling town of Moose Jaw, Sask.

Mr. R. H. Felker, Western manager of the Paris Plow Co., recently made a flying trip to Regina in the interests of his company.

Crosby & Young, dealers in agricultural implements and vehicles at Caron, Sask., were recently succeeded by Crosby & Moses.

Mr. J. A. Hilts, who has been engaged in the implement and vehicle business, has been succeeded by Mr. Fred Woods.

Mr. Ed. Strachan, of the John Watson Mfg. Co, visited several points in Southern Manitoba during the past month in the interests of his company.

Mr. Sidney Reid is among the latest additions to the implement fraternity of the West, having opened up at Antler, Sask., a short time ago.

Mr. A. O'Connor, of the Stewart Nelson Co., recently returned to the city from making his initial trip through the West in the interests of this concern.

Mr. W. J. Hales, who has been doing a first rate business in agricultural implements and machinery at Kisbey, Sask., recently sold out to Mr. H. L. Whicher.

The Crane & Ordway Co., of 93-95 Lombard Street, purchased the stock of the Threshers Supply Co., who recently went into liquidation.

The Lipton Trading Co., of Lipton., Sask., dealers in all kinds of agricultural implements and vehicles, has been granted articles of incorporation.

Mr. Geo. Spearman, of Cartwright, Man., was in the city recently, calling upon the Cockshutt Plow Co. and several other members of the local trade.

Mr. J. C. Reid, a well known dealer at Deloraine, Man., was in the city for a few days recently, looking over stocks and placing his orders for spring goods.

Mr. R. H. Orr, who has been engaged in selling farm implements and machinery at Boissevain, Man., has been succeeded by a concern known as Watson & Ryan.

Mr. C. C. McDonald, representative of the National Mfg. Co., of Pembroke, Ont., recently returned from a trip to several points in Manitoba. He reports general conditions in the country as exceedingly satisfactory.

Mr. M. Friesen, of Friesen & Reimer, agricultural implement dealers of Steinbach, Man., was in the city for several days re-recently, looking over stocks and making selections for spring delivery.

Mr. J. L. Wannamaker, of Claresholm, Alta., was recently in the city on his way to his old home in Apohoqui, N. B. While here he called on the Ontario Wind Engine & Pump Co. and several other members of the local trade.

Mr. A. Kirk, of Myrtle, Man., was in the city for a few days recently visiting several members of the jobbing fraternity. He reports collections fairly good and stated that his business during the past season was most satisfactory. He believes that 1907 will be a banner year for the implement dealer.

The Evans Hardware Co., of Milestone, Sask., have secured the hardware end of the implement and hardware business owned by Mr. W. H. Pain. This will give Mr. Pain greater opportunity and more time to devote his attention to pushing the sale of his implement lines.

As we stated in a recent issue, the implement firm of Dolmage & Stirling, at Souris, Man., dissolved partnership and we find that Mr. W. A. Dolmage continues. He has moved from their old place of business to the warehouse recently occupied by Mr. Hale.

The Paris Plow Co. recently added a new traveller to their staff in the preson of Mr. W. N. Ferguson, formerly with the International Harvester Co. Mr. Ferguson is making his initial trip in the West for the Paris people, and we bespeak for him the kindly consideration of our numerous readers.

Mr. H. Lockhart, one of the well known dealers of Rapid City, Man., made a flying visit to Winnipeg the latter part of November.

Mr. Lockhart is reported as having had an exceedingly large business during the past season, and is most sanguine over future possibilities. He reports money coming in fairly well.

Mr. Jno. Graham, one of the most popular dealers of Stonewall, Man., was in Winnipeg on a business trip some little time ago. Mr. Graham, in discussing the trade situation, said that his turnover last year was greater than he expected. He considers the outlook for 1907 exceedingly satisfactory.

Mr. Jas. Fraser, manager of the implement firm of Lawrence & Campbell, of Miami, Man., was in the city for a number of days during the early part of the month. While here he called upon several members of the jobbing fraternity for the purpose of looking over stocks and deciding on new lines for the coming year.

Mr. E. S. Cooper, president and manager of the Cooper Gasoline Engine Co., 313 Donald Street, this city, recently left on an extended trip to the South and East. While away, Mr. Cooper will stop at Chicago, Lansing, Mich.; Detroit, Windsor, Chatham, London, Galt and Toronto, Ont. He expects to be absent about a month.

Mr. Geo. Gorie, of the firm of Gorie & Wilson, Treherne, Man., was in the city on a business trip during the past month. Mr. Gorie's company have just completed re-organization, and propose to go after business in the Treherne district harder than ever. He reported a first class trade for the past season, with excellent prospects for the coming year.

Messrs. Gorie & Wilson, who have been conducting a butcher and implement business at Treherne, Man., (and by the way, we marvel at the combination), have decided to sell the butcher business and devote their attention exclusively to farm machinery. In addition to their own warehouse, they have purchased the implement business of Mr. J. McGowan at that point.

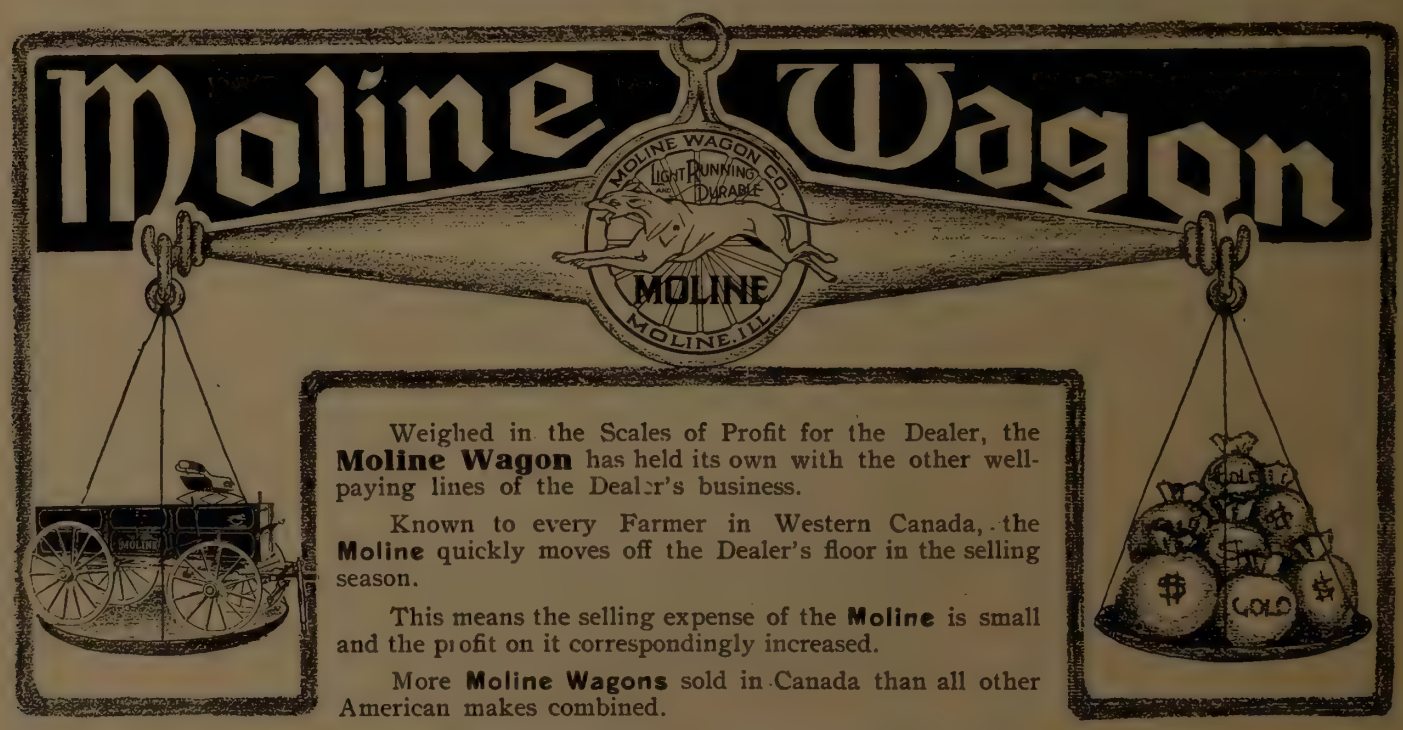
Mr. J. Adams, of the Cockshutt Plow Co., made a couple of trips during the past month through the West in the interests of his company. He reports an enormous trade in sleighs and cutters, but regretted that there was not such returns in the collection situation as was looked for during the earlier part of the season. Like everybody else, Mr. Adams attributed this fact to the car shortage.

Mr. F. K. Bell, general manager of B. Bell & Son, Ltd., St. George, Ont., was among recent Eastern manufacturers who visited the West. Mr. Bell was up here looking into conditions governing trade in this territory and with a view to increasing the sale of his products in this field. He was delighted with the outlook and the size and substantial appearance of Winnipeg, and said that he believed it was indeed destined to be an immense metropolis.

Mr. Manson Campbell, president and manager of the Manson Campbell Co., of Chatham, Ont., and Brandon, Man., recently made a tour of the West, accompanied by Robert Gray, president of the William Gray Carriage Co. On this tour he visited Regina, Moose Jaw, Calgary, Edmonton, Warman and Saskatoon, at which places he made arrangements for the transference of his company's products. Mr. Campbell is most enthusiastic on the subject of Western trade, and believes that the outlook for the coming year is the brightest in the history of the West. He returned home by the Soo line.

It was recently our pleasure to meet Mr. M. J. Rodney, the new manager of the Winnipeg branch of the International Harvester Co. Mr. Rodney comes fresh from Fort Dodge, Iowa, where he has been located for the last seven years in the employ of the International people. Previous to his connection with them he was with the McCormick Harvester Machine Co., for about twenty years. Starting as a blockman, he traveled out of Marshalltown, Iowa, where he succeeded Mr. W. B. Couchman, now European manager for the International Harvester Co., as general agent. Having watched the growth and progress made by Iowa and North Dakota, Mr. Rodney comes to Winnipeg with sublime faith in the West and its possibilities. On behalf of the trade of this territory, we extend to him the glad hand.

Mr. E. Hutton, a well known dealer of Minitonas, Man., was in the city for a couple of days during the early part of the month, looking over stocks and placing orders for spring goods. While here Mr. Hutton paid us a visit, which was thoroughly enjoyed. Discussing trade conditions, he reported a most successful season with bright prospects for the coming year. He was particularly enthusiastic over the fall wheat growing possibilities of the Minitonas district. He stated that one farmer who sowed on the 26th of September, 1904, harvested a crop of thirty-three bushels to the acre the following summer. Another farmer, the following year, who sowed a couple of weeks earlier, harvested during the past season forty-three bushels to the acre, while another farmer's fall wheat crop went over forty bushels to the acre. He stated that on the two-section farm of Mackenzie & Mann, which adjoins the town, 160 acres were this year being devoted to the growing of fall wheat. It is Mr.


Moline Wagon
MOLINE WAGON CO.
LIGHT RUNNING AND DURABLE
MOLINE
MOLINE, ILL.
Weighed in the Scales of Profit for the Dealer, the Moline Wagon has held its own with the other well-paying lines of the Dealer's business.
Known to every Farmer in Western Canada, the Moline quickly moves off the Dealer's floor in the selling season.
This means the selling expense of the Moline is small and the profit on it correspondingly increased.
More Moline Wagons sold in Canada than all other American makes combined.
GOLD

MOLINE WAGON COMPANY, MOLINE, ILL. Manufacturers

GENERAL AGENTS—

THE FAIRCHILD COMPANY, Limited

WINNIPEG REGINA CALGARY

Hutton's opinion that the Minitonas district offers vast possibilities in the growing of fall wheat.

Mr. J. W. Bell, Western representative of B. Bell & Son, St. George, Ont., recently returned to the city from an extended trip through the West. During his absence he travelled as far as Vancouver, stopping off at all principal points along the line of the C. P. R. He returned home by way of the Crow's Nest, Edmonton, and the C. N. R. to Winnipeg, visiting all towns of any importance along the line. He reports excellent conditions throughout the territory and stated emphatically that the trade outlook "Couldn't be better."

Mr. Jas. Sherriff, the well known implement and thresher dealer at Brandon, Man., while in the city a short time ago, paid us a visit. He stated that he had had an exceeedingly good year, and the only regrettable feature in connection with trade conditions was the slowness of collections. He attributed this to the fine open fall and the grand opportunities farmers had for plowing. By the way, we understand that Mr. Sherriff is negotiating for the disposal of his business, and he intimated to us that it was his intention to go farming. If this is the case, we are sure that there are many members of the implement fraternity who will join with us in regretting his departure and at the same time wish him every success in whatever he undertakes.

Mr. C. W. Northcott, accountant for the Winnipeg branch of the Ontario Wind Engine & Pump Co., severed his connection with this firm on November 30th, after having been ten years in their employ, rising from office boy to the very important position which he occupied when he left their services. We understand Mr. Northcott has formed a partnership with Mr. J. C. McFarlane. and opened up in the implement and hardware business at Calgary. This firm will handle all lines of the Ontario Wind Engine & Pump Co., and will act as transfer agents for this concern at that point. We join with the trade in wishing Mr. Northcott every success and bespeak for him a cordial welcome from the implement fraternity of the city by the foot hills. He has been succeeded by Mr. H. Carl Nunn, an old Hamilton boy, who was for many years in the employ of one of the large eastern manufacturing companies of Boston, Mass.

Mr. Robert Gray, president and general manager of the Wm. Gray Carriage Co., was in the city recently on a visit to the local headquarters of his company. Leaving here, Mr. Gray went to Brandon, where he arranged with Mr. J. A. McKellar to act as transfer agent at that point. Proceeding from there to Regina, another distributing point of the company, he arranged with Mr. Robert Mickleborough to look after the Gray Carriage Co.'s products. He also opened up transfer agencies at Saskatoon and Warman, the former of which will be in charge of Huffman & Patterson, and the later the Millar-Janzen Co. At Moose Jaw, Mr. Gray made arrangements with Bunnell & Lindsay to take charge of the distributing warehouse at that place. and Mr. W. H. Lee will take care of their business at Calgary. A distributing warehouse at Edmonton has been provided for, but who will have charge could not be definitely learned. Mr. Gray was more than pleased with western trade. He said that it had far surpassed his anticipations for the present year, and that the outlook for 1907 was of an extremely rosy nature. He returned home by way of the C. N. R. to Saskatoon, thence by the C. P. R. to Regina and Moose Jaw and down through the United States via North Portal.

Desire Reciprocity.

Unquestionably reciprocity will be one of the most important issues in the next presidential election across the line. Discussion of the subject is growing and advocates of a more liberal system of trade relations are coming forward in great numbers. Many prominent organizations and individuals who favored the protection policy in years past, have changed their views and now desire reciprocal trade relations with other countries. Secretary Corwine, of the American Reciprocal League, in speaking on this topic recently, made the following reference to trade relations between this country and the United States:

"We have only to glance across the river or the lakes and find a trade which ought to be very much larger with Canada, to a certain extent being curtailed, because in times past we refused the proffered hand of commercial friendship held out by Canada, when she prayed for the renewal of reciprocity arrangements between her country and ours. After the termination of the treaty or the denouncement of it by us at the close of the civil war there was perhaps reason enough in our minds for that action, but since then the feeling of amity which has grown between the two nations has become sufficiently strong to have justified us in forgetting the past and grasping the hand that was held out to us. Finding her efforts unavailing, she took a leaf out of our book of exclusion and tariff barriers and is operating now under a tariff which is reaping great benefit for her, but which is hurting us.

The Fairchild Co., Limited

Canadian representatives for

John Deere Plow Co.	Plows, Harrows, etc.
Moline Waaon Co.	Moline Wagons
Deere and Mansur Co.	Disc Harrows
Fairchild Farm and Bush Wagons and Sleighs	
Brockville Carriage Co.	Cutters and Carriages
J. Fleury's Sons	Stock Raisers' Implements
Dain Manufacturing Co.	Hay Tools
Monitor Drill Co.	Disc and Shoe Drills
Western Wheel Scraper Co.	Drags and Wheelers
J. L. Owen's Co.	Fanning Mills and Smut Mills

A Full Line including the best of everything used on the farm.

SECURE CONTRACT NOW FOR 1907.

THE FAIRCHILD COMPANY, LIMITED

WINNIPEG REGINA CALGARY

"The Illinois Manufacturers' Association a short time ago made up a list of American mills and factories operating in Canada, showing that there has been established since the new Canadian tariff (inaugurated in the year 1896,) has gone into effect over 130 such mills and factories, employing something like 40,000 skilled laborers, manufacturing and supplying products which therefore, or which now would be manufactured in the United States and under normal trade conditions exported into Canada for the benefit of home manufacturers, but which is now manufactured in Canada where the work is financed by Americans under Canadian laws. That is fine for Canada, but if it goes on it is going to be serious for us. Unfortunately the tendency in Canada is for the continuance of the preferential tariff which exists between herself and the parent country. Of course it is all guess work as to what the recommendations of her tariff commission are going to be, but so far as I can gather the consensus of opinion it is in favor of a higher rather than a lower duty as between Canada and this country."

BELL'S FEED CUTTERS

Save Work and Save Money.

Bell's Feed Cutters are fitted with the La Marshe Knife. They cut cleaner, quicker, and hold their edge longer, than any other. They cut full mouth or a few straws equally well.

All the way through—Bell's Feed Cutters are made of such sturdy material, that there can be no question as to their superior wear and service.

We make all kinds and sizes. Tell us your needs and perhaps our advice will help you.

Anyway, write for our illustrated catalogue. It's free

B. BELL & SON, LIMITED
ST. GEORGE, ONT.

B. BELL & SON, Ltd., 192 Furby Street, WINNIPEG.

The PETER'S

DOUBLE CYLINDER

FORCE PUMP

THE BEST HAND FORCE PUMP THAT MONEY CAN BUY.

The most profitable to the Dealer. The most satisfactory to the Consumer. Its a pump that pleases everybody.

It has **double** the **capacity** of any other **Pump** because it has **Two Cylinders. You save** 50% labor and 50% wear on your pump

There is **no rod** inside the pipe to obstruct the flow of water or cause **friction.**

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump

We want every Dealer to investigate

MANUFACTURED BY
PETER'S PUMP CO., KEWANEE, ILL.

Railroad Plows
P. & O. Canton Plows
Oxford Gang Plows
Indiana Wagons
American
Hastings Wagons
Canadian
Tiger Drills
Land Packers
Wheel Scrapers
Drag Scrapers
McKie Buggies

A full line of Farm Machinery and Carriages.

W. JOHNSTON & Co. Ltd.

General Agents, WINNIPEG.

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP - - - WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Your attention is called to
NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales of same have greatly increased.

—THEY ARE—

LIGHT RUNNING
WELL FINISHED
ATTRACTIVE IN APPEARANCE

and made by

THOROUGHLY EXPERIENCED MECHANICS

of the very

BEST MATERIALS THROUGHOUT

OUR GUARANTEE IS BACK OF THEM

—WRITE US—

THE FAIRCHILD COMPANY, Limited

REGINA WINNIPEG CALGARY

The Business Letter and Style.

Where is the business man who will dispute the assertion that correspondence is one of the greatest factors in modern business life? It is the key-hole in the door of success, and yet there are many thousands who fail to recognize it. Good letter writing is just as important as careful bookkeeping, if not more so. The firm that turns out concise, comprehensive letters, original in style and make-up, is the one that makes the best impression and every dealer knows what that counts for in present day methods. In an exchange we note the following able discussion on the business letter by one who is fully conversant with his subject. He says:

"A good letter describing a bad product is better than a bad letter describing a good product. If our business communications do not inspire confidence, they may as well not be written. I could so frame a letter that even though I offered to give away dollars free to all who enclosed a 2-cent stamp, I would not receive a single answer. Yet it is possible so to inspire confidence that the other people will enclose the dollar and expect only a 2-cent stamp in return!

"Good grammar is, of course, an essential. Yet good grammar is not of itself sufficient. And here is the field of the distinctive style, which as an asset, is rather to be chosen than great riches. The chief fault in half the letters I receive is a lack of distinction. They may be coldy correct, impeccable; simply they do not impress. I read them and immediately their contents are forgotten, lost in the burial-ground of mediocrity. They are commonplace, made up of the common change of expressions. "We are in receipt of yours of the 24th," "We beg to advise," "We are pleased to quote," "We await your reply"; these locutions are old veterans that deserve to be pensioned off. They were shiney at the elbows long before clothes were invented. Avoid them. Try to substitute something just a little less hackneyed. You will object, "But a business man has small time to choose expressions. To give information is the aim of a business letter; why then stop to pick phrases?" I say that the aim of a business letter is not to *give* information, but to *impress* information and to inspire confidence. The business man who has not time for these things has not time for his position.

"Compare two letters that come to you. The one has a letterhead solid and substantial, breathing an air of sturdy prosperity. The other has a thin heading, badly printed on poor paper. The one gives you the information you desire in a few well-chosen sentences that strike the attention, fit the memory conveniently and in which you glimpse a personality. Through and behind the firm you see the man. Letter No. 2 gives you the information desired, but leaves you there, cold and unimpressed.

"When I favor personality, do not misunderstand me to mean self-assertion and firm-effacement. The least suspicion of egotism is fatal and a bad impression worse than none at all. But remember the famous French dictum: "Style is the man." The total obliteration of the man means the total obliteration of the distinctive style. We have adding machines and counting machines; thank Heaven there is yet no letter machine to throw set phrases together into a stereotyped letter.

"I once heard a successful business man characterize a good letter as "rich, rare and racy. Rich in that it gives information, rare in that the words were few, racy in that they are well-chosen and with a dash of personality." If brevity is the soul of wit, be brief, but only on that condition. There is a place for everything, and the place for humor is not in a business communication. Don't crack jokes at a funeral, or try with a pun to sell a punch. When a letter abandons dignity, a firm loses solidity.

"Let me summarize, in conclusion: Avoid—Self-assertion; decrying rivals; commonplace phrases; extravagant claims; eccentricity of expression, but keep your personality, have confidence in your own wares, don't talk Browning, claim all you are entitled to and be different.

"Above all, keep clear of the first person singular and remember the Bible advice, 'If thine I offend thee, pluck it out.'"

Any man who is to succeed must not only be industrious, but, he must have an almost ignomious love of details.—Arthur Helps.

DEERING SEEDING MACHINES AND TILLAGE IMPLEMENTS

Cultivators, Disk Drills, Shoe Drills, Seeders, Scufflers, Smoothing Harrows, Disk Harrows and Land Rollers

RELIABLE
DURABLE
EFFICIENT

GUARANTEED
MATERIAL AND
WORKMANSHIP

FRONT VIEW DEERING SINGLE DISK DRILL

A line of seeding machines and tillage implements that are guaranteed to give perfect satisfaction is the line to handle. The Deering Seeding Machines and Tillage Implements have met with success wherever used. Get a Deering Contract now for next year, and get your share of the profits. For information write to our nearest branch house or see the blockman.

Western Canadian Branch Houses: CALGARY, Alta.; REGINA, Sask.; WINNIPEG, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO - - - - U. S. A.

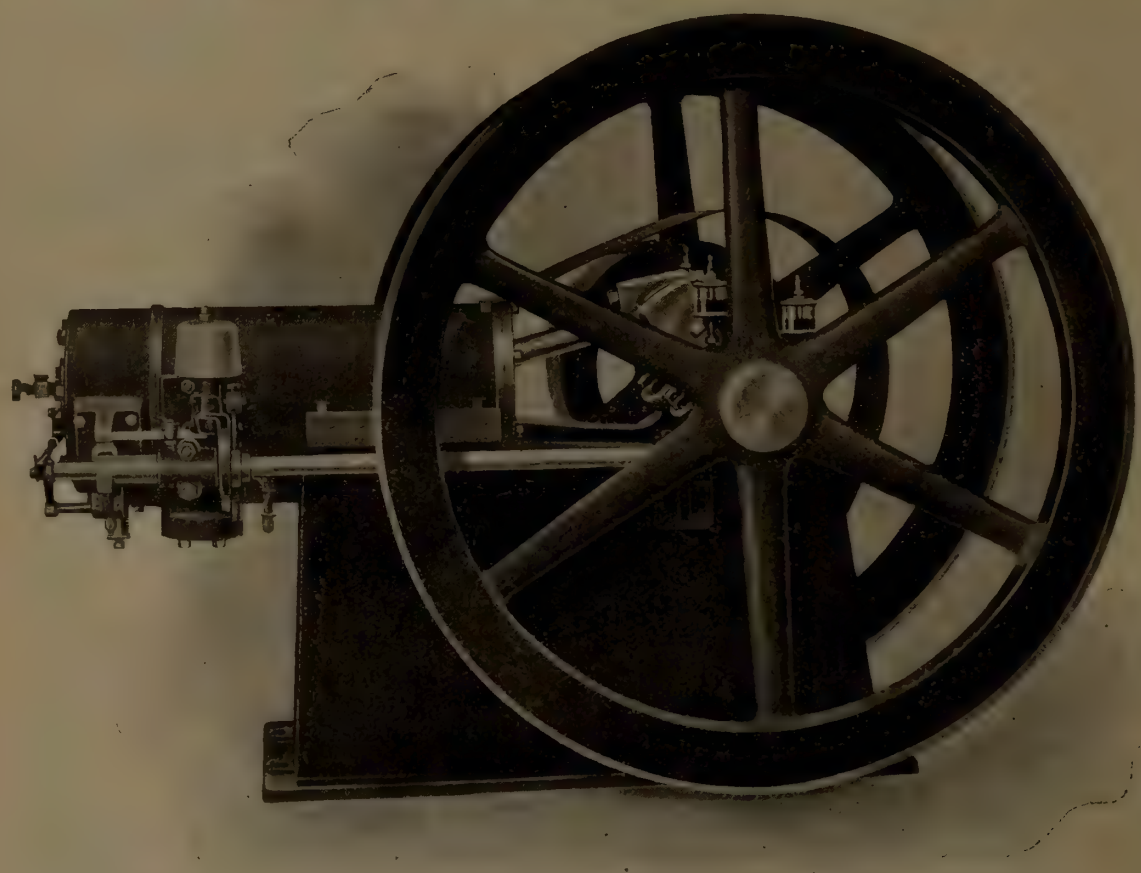
Growing and Expanding.

A Western concern that is growing and expanding with the development of the West, is the Manitoba Windmill & Pump Co., of Brandon, Man. From small beginnings this concern has grown to one of the most important of our manufacturing enterprises.

At the present time the company report an excellent season's business. From all over the West they have been favored with orders for their different lines. The company are particularly pleased with their trade in the new "Manitoba" windmill. Mr. G. F. Williamson, the hustling manager of the firm, in a recent letter to us, says: "Our mill, being the only one manufactured in Canada, west of Toronto, is meeting with exceedingly favorable treatment throughout this territory. We have received many letters regarding its merits. It is built with a full realization of what the West needs, and for that reason is very popular. Our pump trade is working up at an incredible rate, and for this reason we have found it necessary to make another extensive addition to our foundry. We are in a better position than ever to care for our growing business and our being "Johnny on the spot," insures prompt shipment and cheap and quick repairs. Relative to our gasoline engine trade, would say that, in addition to our own well-known "Manitoba" gasoline engine, we are handling the celebrated Brown gasoline engine. This engine we have in stationary and portable styles, in sizes from 2 to 25 h. p., both horizontal and vertical. We are also making a specialty of a gasoline engine for threshing purposes, having them in stock ready for immediate shipment. We will be glad to have dealers write us for full information regarding our different lines." Mr. Dealer, when you write—if you do, and you should—mention Canadian Farm Implements and oblige us.

BROWN ENGINES

FOR ALL POWER PURPOSES



Brown Horizontal Engine; All Sizes, 2 to 25 h.p.; Stationary or Portable

Carefully designed. Embody every feature that makes for durability and strength. Easily adjusted or taken apart when necessary. Save labor and fuel. The "Brown" is the highest grade engine on the market and most adaptable to all practical work on the farm, Let us send you full information. ***We can thoroughly convince you.***

We Make a Specialty of Large Portable Engines for Threshing

The "MANITOBA" WINDMILL is "THE MILL OF MILLS"

Built in Western Canada it is constructed with a full realization of requirements. Will stand the heaviest gales. It is the lightest running, most powerful, strongest and most satisfactory windmill built. Operator always has perfect control. We can furnish plenty of evidence of the quality of our windmills. **Ask us.**

HOOK ON WITH US r. DEALER AND BE IN THE SWIM FOR 1907

We manufacture "Manitoba" Gasoline Engines, "Manitoba" Pumps, "Manitoba" Steel Saw Frames, "Canadian Peters'" Force Pumps, and many other profitable lines for the live dealer to handle.

WRITE FOR CATALOGUES.

THE MANITOBA WINDMILL AND PUMP CO., LIMITED, Manufacturers,

BOX 301 BRANDON MAN. BOX 301

Here's a Tip.

It is said that hand grenades, the simplest form of fire extinguisher, can be made by any one without any great amount of trouble and at a comparatively trifling cost. Many fires that might have resulted in tremendous conflagrations have been extinguished by the use of a grenade, and as they are exceedingly useful and handy, and don't take up much room, it is well if a few are constantly kept within reach.

Take twenty pounds of common salt and ten pounds of sal ammoniac (nitrate of ammonia, to be had of any druggist), and dissolve in seven gallons of water. Procure quart bottles of thin glass, such as are ordinarily used by druggists, and fill with this, corking tightly and sealing, to prevent evaporation.

In case of fire throw so as to break in or near the flame. If the fire is in such a place as to prevent the bottle from breaking, as in wool or cotton, knock off the neck and scatter the contents.

The breaking of the bottle liberates a certain amount of gas, and the heat of the fire generates more, thus working its own destruction.

CANADIAN PACIFIC

Western Excursions

SINGLE FARE

plus $2.00 for the round trip

TO

VANCOUVER

AND

VICTORIA

Tickets on sale Dec. 1, 3, 4, 13, 14, 15, 1906, and Jan. 7, 8, 1907, good to return within three months.

IMPROVED
Farm Machinery for 1907

GRAIN DRILLS

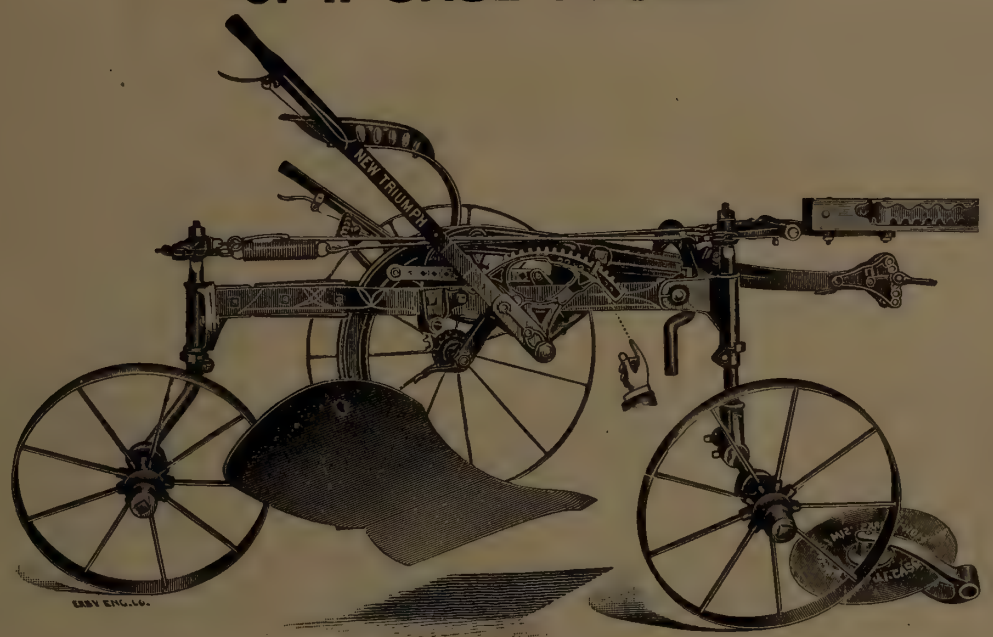
Dowagiac Shoe Drills

Dowagiac Double Disc Drills

Dowagiac Single Disc Drills

J. I. CASE PLOWS

High Foot-Lift Sulky Plows



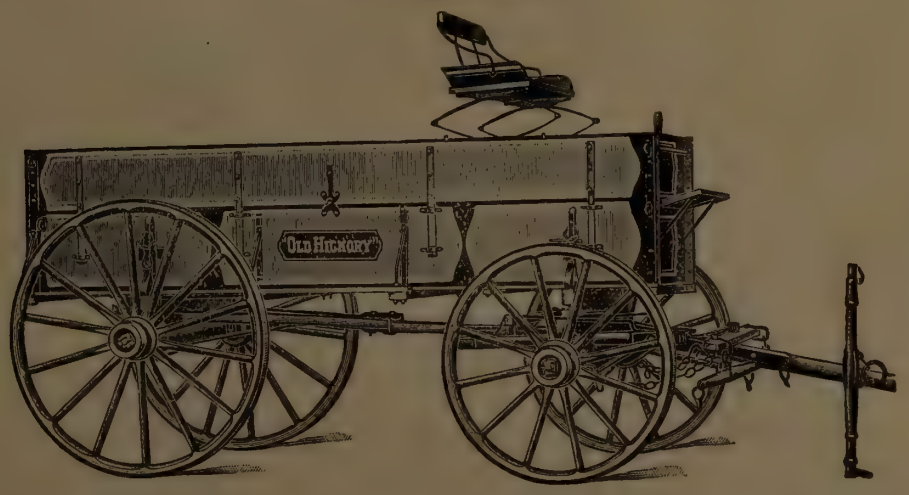
High Foot-Lift Gang Plow

Old Ground Steel Beam Walking Plows

Prairie Breaking Plows

WAGONS

New Hickory Canadian Wagons



Old Hickory American Wagons

Barrie Carriage Co's Buggies and Carriages, 75 Styles

THE BALFOUR IMPLEMENT CO., Limited

MARKET SQUARE - - **WINNIPEG.**

The Manure Spreader

By J. H. Grisdale, Agriculturist, Central Experimental Farm, Ottawa.

Probably the most recent addition to the long list of agricultural implements the modern farmer finds the ubiquitous machine agent keen to sell, is the manure spreader.

That a really practicable machine of this character did not very many years ago make its debut is due to the comparatively small amount of manure produced on the average farm on this North American continent till within recent years, and to the indifference, if not actual disfavor, with which its use was regarded. The writer well remembers, not twenty years ago, in Eastern Canada, seeing manure dumped on the frozen streams all winter long to be carried off on the spring freshets, or hauled to some convenient coulee or bluff, whence half the summer its breath rose to heaven in dumb yet expressive protest at its ignominous fate.

But the Eastern farmer has grown wiser re manure, as will the Westerner at no distant date. Today the problem is not how to get rid of manure with the least trouble, but how to make the most manure possible and how to utilize it the most economically and effectively.

The study of methods of utilizing manure has demonstrated two or three things most strikingly. 1. Barnyard manure, to be most effective, should be applied green or unrotted. 2. It should be applied in light dressings, and frequently. 3. It should be applied very evenly over the surface and finely disintegrated.

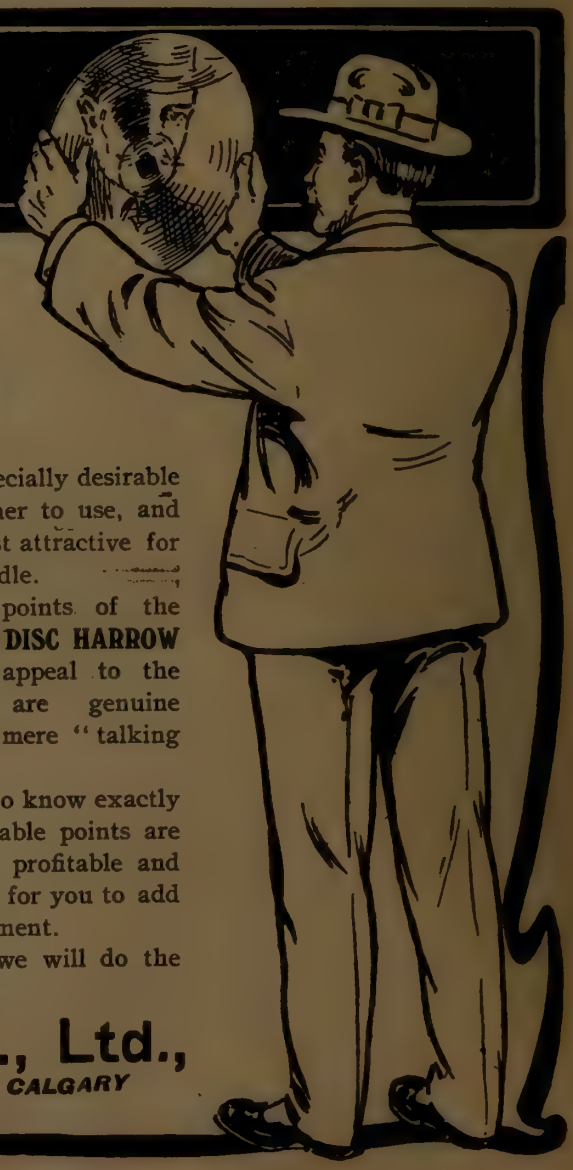
The arduous, if not quite impossible, task of applying a light dressing of manure to a field by hand labor was undoubtedly the most potent factor making for the invention of the spreader. The average manure spreader on the market will spread as small an amount as three or four tons of manure over an acre of land and leave scarce a spot the size of your hand not covered therewith. So light a dressing, when so evenly applied, equals almost, if not quite, double the amount applied in the old way.

Not infrequently an ill applied heavy coating of manure does more harm than good the year it is applied. I am reminded of an example that came under my notice the past season. Between two farms near Ottawa runs a public road. The soil is of a light sandy character on each farm. In certain similar fields on these farms, on either side of the road, opposite each other, the respective owners, "A" and "B", decided to grow corn in 1906. "A" accordingly manured his field, applying about thirty tons per acre. This was badly applied; that is, it was left in rather large lumps, irregularly covering the soil. "B" to his field applied about ten tons per acre, spread very smoothly and evenly. The results were astonishing. On "B's" field quite 50 per cent. more forage corn, of a superior quality, was cut per acre than was cut on "A's" heavily manured field. This was due no doubt to the injurious effect of the badly applied manure upon the physical condition of the soil, which it opened up and allowed to dry out. Now, while exactly similar results need not always be anticipated, yet it is safe to say that badly applied manure loses at least half its value, to the first year's crop, and is of very little, if any, more use than a light dressing would have been to the crop of the second year.

As to comparative cost of application by means of the spreader versus old methods, experiments conducted on the Central Experimental Farm indicate that average work with the spreader costs one dollar per acre less than the average work done by old methods, whether hauled in winter into small piles and spread in the spring, or hauled in the fall or spring and spread from the wagon by a man.

In Eastern Canada certain conditions will always militate against universal use of the spreader. Practically all the manure applied is gathered in the winter months. Very many farmers find it much more convenient and economical of labor to haul out and put it in small piles as it is made. By so doing, horse labor is utilized at a time that work for horses is scarce on the farm and manual labor usually cheaper. The manure spreader, for various reasons, can-

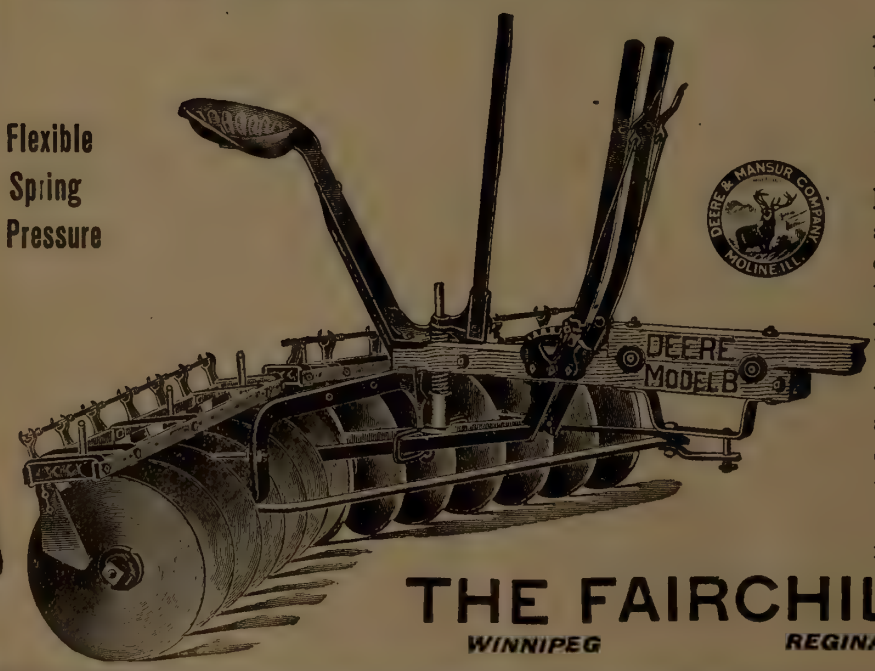
Look Into It



You can see yourself that the distinctive features appearing throughout the

Deere Model B Steel Frame Disc Harrow

Flexible Spring Pressure



make this an especially desirable tool for the farmer to use, and therefore the most attractive for the dealer to handle.

The valuable points of the **DEERE MODEL B DISC HARROW** are points that appeal to the operator—they are genuine benefits and not mere "talking points."

We want you to know exactly what these desirable points are and why this is a profitable and quick-selling tool for you to add to your establishment.

A line to us—we will do the rest.

THE FAIRCHILD CO., Ltd.,

WINNIPEG REGINA CALGARY

not be worked to advantage in winter in the East. Where much snow is found it will not run at all, and where but little snow, the spread manure become covered and so no mark remains to guide the driver from day to day.

In many parts of Canada, however, the spreader might be run at sufficiently close intervals during the winter to permit of practically all the manure being applied through its medium. Where this can be done, the writer is of the opinion that no more money making machine could be introduced on the farm.

To the Western farmer it would seem to afford the most simple solution of the manuring problem. Probably the chief objection offered to the wider utilization of barnyard manure, has been its injurious effect upon the physical condition of the soil. It has been maintained, and justy, I doubt not, that a dressing of barnyard manure caused the soil to dry out when ploughed under, and killed the vegetation when left on the surface. Now, such dressings as might be given by means of the manure spreader would do neither the one nor the other, for, applied as a light top dressing, it would serve as a mulch, it would aid and foster plant life; applied to be ploughed under, it would lie so evenly that not the least harm would be done, soil continuity would be unbroken.

Taken all in all, the spreader is undoubtedly here to stay. Its domain in Canada will extend from the Atlantic to the Pacific, and from the Great Lakes to the Arctic Seas. Its usefulness will be limited however, since, unlike the seeder, the binder, the mower or the horse rake, it will never be a "universal suffragist."

Among the Dealers.

Mr. J. M. Coates, who is traveling through the west in the interests of the Superior fanning mills, built by the J. L. Owens Co., of Minneapolis, recently was kind enough to forward us a few notes of some changes that are taking place through the territory he is covering. He says:—

The Wolseley Implement Company of Wolseley, Sask., are closing out business at the end of the year.

About the first of the year the firm of Thompson & Hunt will take over the agency for the Massey-Harris Co., at Indian Head, Sask.

Miller, Janzen & Co., of Osler, and Warman, Sask., are erecting a large warehouse at Aberdeen, Sask. They intend opening a branch there and carrying a full line of implements.

Mr. Hector Miline, who has been agent for the Massey-Harris Co., at Radisson, Sask., is opening a branch at Borden, Sask.

The well-known firm of Smith & Shea, implement dealers at Fielding, Sask., are establishing a branch warehouse at Radisson, Sask.

It is reported that D. H. Wood, of Fielding, Sask., is contemplating a partner in the person of Mr. E. H. Purdy, formerly of Port Perry, Ont. It is rumored they intend erecting a large warehouse at once.

Scott Bros., one of the best known implement concerns of Saskatchewan, located at Lloydminster, have recently moved into their large new brick building, which is one of the finest in the province. They have converted their old warehouse into storage quarters.

Editor's Note.—We appreciate the kindness of Mr. Coates in sending us this information and he has established a precedent which we wish many other road men would follow.

Bell's Double-Geared Tread Powers for one, two and three horses.

Every shaft is of steel, and bearings are lathe turned journals. The two large shafts are fitted with roller bearings. The traveller shafts are steel with lathe turned ends and run clear through from side to side, supporting the tread floor like a wagon axle.

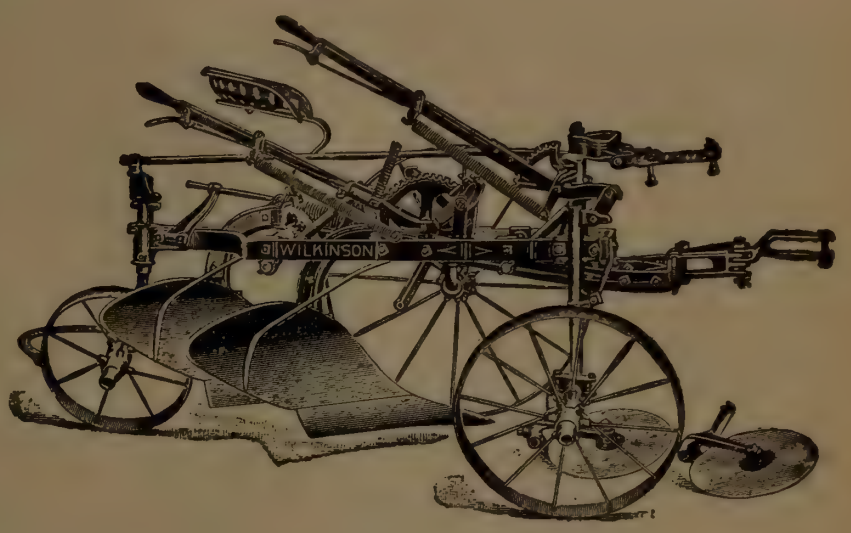
Send for our illustrated catalogue. It's free, and tells other reasons why Bell's Tread Powers and Circular Saws are the best.

B. BELL & SON, Limited
ST. GEORGE, ONT.

B. BELL & SON, LIMITED
192 PURBY ST, WINNIPEG

The Wilkinson Plough Co., LIMITED,

TORONTO - - CANADA.



A contract for handling **"Wilkinson"** Ploughs and Implements for 1907 would help to make Christmas cheerful and certainly ensure a prosperous New Year.

These goods mean increased profit for the dealer handling them.

Our New Sulky and Gang Plows embody every approved feature. Fifty years of Plough-building experience are in them and they are good.

"EVERYTHING FOR CULTIVATING THE SOIL."

SOLE AGENTS FOR THE WEST:

The Stewart-Nelson Co., Ltd.

WINNIPEG.

An Opportunity to Increase Sales.

Our readers will learn with great interest and gratification that the Dominion Seed Branch will conduct another series of "Seed Fairs" throughout the West during the coming winter. Nearly fifty meetings will be held in the three prairie provinces, the number being about equally divided in each.

This wide-spread movement for the encouragement of Western Canada's greatest industry, grain growing, is one that is too little appreciated and understood by the majority of people. Every dealer, excepting those living in the very latest settled portions of this country, is aware that the quality and yield of farm crops have been decreasing in the last few years. It is the aim of those connected with the Seed Branch to improve this condition as much as possible. They realize that the generally adopted system of all wheat growing, while found to pay very well for a decade or two, results in the ultimate accumulation of evils and these the following generation of farmers have to cope with. The loss of soil fertility, the prevalence of noxious weeds, and many other equally important questions have to be met.

Among the objects of the Seed Fair is the desire to place farmers in possession of knowledge regarding the grain cleaning appliances on the market, and with this end in view the different representatives of the Seed Division are endeavoring to induce the manufacturers of these machines to make exhibits at the Winter Shows. This is something of even more interest to the dealer, where such fairs are held, than to the manufacturer, for the reason that the dealer is right on the ground usually with a stock of grain cleaners and picklers on hand, and, as a rule, has more time to make an exhibit at this season than has the manufacturer, who is kept working at full speed in order to get machines out to supply his trade. We believe that this is a splendid opportunity for the dealer and by taking advantage of it, trade in grain cleaning machinery can be very substantially increased.

The Seed Fair possesses both commercial as well as educational features. Many of the evils affecting the grain crop of this country can be remedied very largely by the use of clean, good seed. The dealer can do a great deal to help the farmer reach a solution as to how he is going to get clean seed, by bringing to his notice the best appliances on the market for grain cleaning purposes. The various speakers who attend these fairs all agree that the grain cleaner is a machine of inestimable value to the farmer, and consequently the dealer is enabled, by being in attendance, to bring more readily to the attention of the agriculturist the merits of the machine he is selling.

Announcement of the different towns in which seed fairs will be held, is expected at an early date. Dealers who desire further information concerning the matter should write to the representative of the Dominion Seed Branch in each of the three prairie provinces as follows:—Manitoba, Mr. J. Bracken, Winnipeg; Saskatchewan, Mr. H. McFayden, Regina; and Alberta, Mr. W. C. McKillican, Calgary. They will be pleased to give full particulars to every applicant.

THE PARIS PLOW CO., LTD.

MANUFACTURERS OF THE FAMOUS

PARIS PLOWS, HARROWS, GRINDERS and the "SUCCESS" MANURE SPREADERS

A TRADE GETTER

OUR NEW HIGH LIFT GANG 24-in. and 28-in.

Has the best foot lift made and also a hand release to use when walking, a feature that commends itself to every farmer.

This plow is strong, easily handled and the bottoms are so constructed as to ensure light draft and perfect cleaning qualities.

Why not add a Manure Spreader to your line? It is a good proposition. Let us quote you prices on the "Success."

PARIS PLOW CO., LTD. - WINNIPEG, MAN.

Their Annual Almanac.

Another year rolls round and, as regularly as the season, we receive the annual Almanac of the Superior Division of the American Seeding-Machine Co. As usual, there is plenty of interesting matter in this for all members of the farmer's household and dealers will find it to advantage to have a few copies on hand for distribution among their drill buying customers. The American Seeding-Machine Co. have a large stock of these Almanacs at Winnipeg, and Mr. S. S. Bean, the genial manager of the company at this point, will be pleased to send copies of same to any making application for them. You will confer a favor upon Canadian Farm Implements if you mention our paper when writing.

Brandon.

Mr. Ed. Gardiner is doing the Arcola branch in the interests of the Frost & Wood Co.

Mr. J. C. B. Inkster, agent here for the Frost & Wood Co., recently took a trip along the Estevan line in the interests of his firm.

Mr. J. Britton, manager for the Northwest Thresher Co., at Regina, Sask., was in the city for several days during the early part of the month.

Mr. S. S. Bean, manager of the American Seeding-Machine Co., at Winnipeg, Man., was in the city a short time ago locating an agent for 1907.

The implement fraternity of Brandon join hands in wishing every member of the trade, be he dealer, jobber, or manufacturer, a very Merry Christmas and a Bright and Prosperous New Year.

Mr. Robert Gray, president of Wm. Gray & Sons, carriage manufacturers, of Chatham, Ont., and Winnipeg, was in Brandon on an inspection trip recently. While here, he appointed Mr. J. A. McKellar in charge of his company's distributing warehouse at this point.

The new building of the Northwest Thresher Co. is rapidly being pushed to completion, and it is expected that it will be ready for occupancy about the first of the year. It is understood that Mr. D. B. McLeod, manager at Winnipeg, accompanied by his staff, will move to this city early in January.

Mr. Jas. Shirriff has sold out his business and transfers the lease of his warehouse to Mr. J. A. McKellar, who recently went into the retail implement business here. The site where Mr. McKellar is at present located has been purchased by the C. N. Ry. Co., and it is said they will erect a $40,000 depot on it next summer. Mr. Shirriff has decided to wind up his business by the end of the year, after which he will take a rest of at least one year.

Collections are reported slow from all parts of the surrounding country. The grain and produce is in the country, but at northern and southern points the buyers are being taken off. It is estimated that forty per cent. of the grain from this district is still in the hands of the farmers. No doubt the car shortage has considerable to do with the non-payment of debts. Personally we believe that if the farmers would use the banks more than they do it would assist business generally.

In this business, never put off until tomorrow what you can possibly do today.

Regina.

Mr. F. Grobb, of Moose Jaw, was in the city on business recently.

Mr. J. Robertson, of the Waterloo Carriage Co., Waterloo, Ia., spent a few days here during the past month.

Mr. D. H. Gillespie, of the Frost & Wood Co., Winnipeg, spent a few days here about the end of the month.

Mr. J. W. Miller, of the Fairchild Co., Winnipeg, was in the city on a short visit to their branch house here recently.

Mr. George King, recently a traveller in the employ of Sawyer & Massey Co., was in Regina on business the last week of the month.

Mr. E. Oliver, of Pense, is retiring from business, having accepted a position as a Dominion Homestead Inspector. Mr. Chas. Shrimpton is at present in charge of his warehouse at Pense.

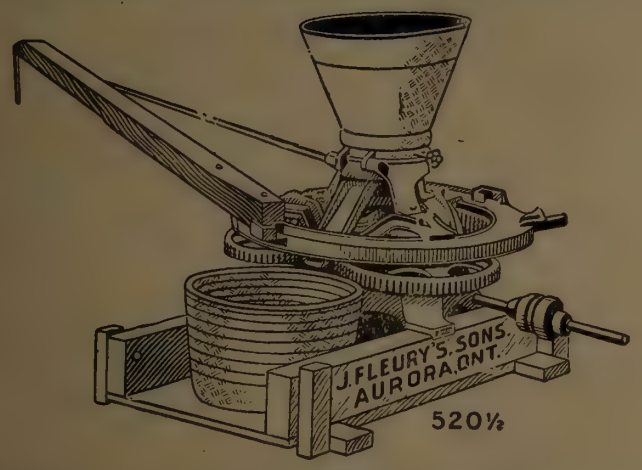
Mr. F. J. Walsh, one of the well known implement dealers of Moose Jaw, was in the city recently calling on several members of the jobbing trade.

Mr. J. W. Fairchild, of Caron, visited several members of the local trade here some time ago. Discussing trade conditions, he reports a most profitable season in implements and twine.

Mr. A. H. Ellis, traveller for Joseph Maw & Co., of Winnipeg, who is touring the West in the interests of that firm, was in the city for a few days a short time

"GOOD-LUCK"

POWER and GRINDER



This cut shows one of our line of **"Fleury's Sons' Stock Raisers' Machines."** The **Power** is **Triple-Geared** and is adapted to all sorts of work where from one to four horses are used. Useful for driving circular saw, straw cutter, &c. Grinding Attachment is most satisfactory.

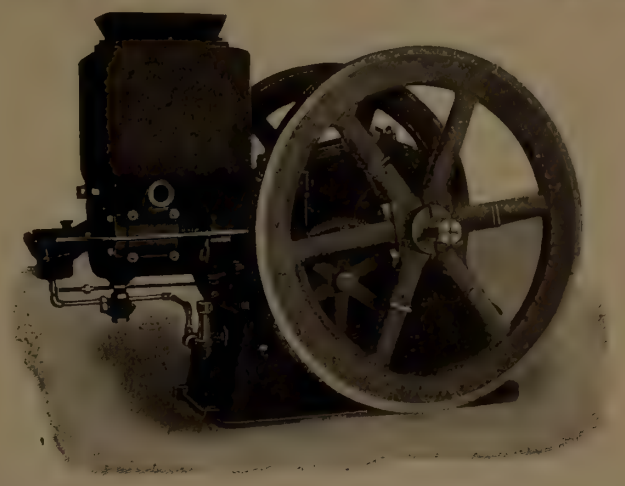
The FAIRCHILD CO. Ltd.

WINNIPEG REGINA CALGARY

WESTERN AGENTS FOR

J. FLEURY'S SONS, Aurora, Ont.

FROST-PROOF



The only Gasoline Engine which **can positively** suffer **no** injury from frost.

Self-contained, strong, and durable. Suitable for any kind of work.

More **genuine** points of merit than any other engine made. We can **prove** this.

Small Oil Cooled Engines also.

MANUFACTURED BY

FULLER & JOHNSON MANUFACTURING CO.

ISON - - - WIS.

SOLE AGENTS

The STEWART-NELSON CO. Ltd., Winnipeg

SUPERIOR GRAIN DRILLS

THE SUPERIOR DISC HARROW ON WHEELS is the only Harrow on which Dealers have a monopoly. There is no competition.

"The NAME tells a True Story."

NEVER CLOG IN MUD OR TRASH.

We Manufacture this Famous Drill in Single Disc, Double Disc and and Shoe Styles.

THE SUPERIOR AGENCY ALWAYS PAYS.

THE AMERICAN SEEDING-MACHINE CO., Incorporated, - - WINNIPEG, MAN.

ago. Mr. Ellis reports the best business trip and the largest bunch of orders on record for this time of the year.

Mr. Dalgleish, of the firm of Dalgleish & Westbrook, Rouleau, visited Regina in the interests of that concern about the first of the month. He reports a very successful season's business and intimated that his company intend erecting a large brick building during the coming spring.

Sleigh sales for November have broken all previous records. Three hundred sett were shipped out by Regina houses to fill sorting orders in two days, on the 20th and 21st of November. The heavy call on sleighs is in part due to the severe snowstorm which passed over this part of the country recently.

Through the medium of Canadian Farm Implements, the wholesale jobbers and retail dealers of farm implements and vehicles of Regina take this opportunity of extending to every manufacturer, jobber and dealer in farm machinery in this country, and to the south, most sincere wishes for a very merry Christmas and a bright and prosperous New Year.

Mr. J. J. Bugee, manager of the Canadian Moline Plow Co., Winnipeg, was in Regina on a business trip recently. While here he completed arrangements with Messrs. Honeyman, Houltain & Co., to transfer the Moline line of goods in Regina next season. This concern are always in the swim and realize, that in order to keep pace with the demands of the trade, it is necessary to have headquarters in the hub of Saskatchewan. Mr. Bugee was exceedingly well pleased with prevalent conditions in this territory.

The Regina Implement Dealers' Association held an important meeting in the new showrooms of the Massey Harris Co., on the 24th of November. Owing to pressure of business, Mr. L. Butler, of the J. I. Case T. M. Co., asked to be relieved of his office as secretary treasurer. This resignation the Association accepted, appointing Mr. D. J. Taylor, manager of the local branch of the Cockshutt Plow Co., in his stead. Among those present were, Mr. Geo. Forsyth, Massey Harris Co.; Mr. Geo. Hinchley, Waterloo Mfg. Co.; Mr. P. Cooper, Frost & Wood Co.; Mr. D. J. Taylor, Cockshutt Plow Co.; Mr. L. T. McDonald, American-Abell Co.; Mr. Thos. Wilkinson, Fairchild Co., Mr. L. Butler, J. I. Case T. M. Co.; Mr. J. Wells, International Harvester Co.; and Mr. Norman McKenzie, recently appointed solicitor for the Association.

It is said that many of the well known implement firms now established in Winnipeg and who are not represented at this point are seriously considering the advisability of opening branch warehouses here. The enormous growth in the volume of trade in this city has attracted attention, and it is realized that the present rush is but a foretaste of what may be expected in years to come. The establishment of railroad competition by the entrance of the Canadian Northern Railway during the coming spring is an important factor, and shrewd outside business men are alive to the necessity of taking advantage of the situation. From present indications it is understood that at least half a dozen implement houses will be opened up for business in Regina during 1907, and that some of them intend to surpass in size the mammoth building recently erected by the Gaar-Scott Co. It is recorded in this connection that the recent tariff revision, while of not much material difference to the implement trade, will be the means of inducing several American companies to locate in this field.

Business Exceedingly Satisfactory.

From the Melotte Cream Separator Co. we recently received copies of circular matter which they are distributing among dealers. These are nicely got up and contain much of interest to every man handling machines. Mr. Antliff, manager of the company, reports a most successful season's business. In the course of a conversation with him recently, he told us that the separator business of the West was in a most encouraging condition and that collections, despite the scarcity of cars and other adverse conditions, were exceedingly satisfactory. Speaking of his company's trade in pumps, he said that it was growing far beyond the anticipations of the management and that their gasoline engine business was a source of genuine satisfaction. This company will be pleased to mail copies of all literature to dealers making application for same. When writing we would ask our friends of the trade to mention Canadian Farm Implements.

Place Your Spring Orders at Once.

Have you placed your orders for spring goods, or are you like many others and have not commenced to figure on your requirements as yet? Procrastination in the placing of orders cost many dealers considerable profit last spring, and they will unquestionably give this matter their early attention this season, if they have not already done so.

This year there are a great many new members of the implement and vehicle fraternity throughout the West, and it is to these that we appeal particularly. They have not had the opportunity yet to learn the folly of holding back orders until the last minute and then expect the jobbers to ship goods immediately when these are received. For their information, and also for all other live dealers who care to take it, we would say, "send in your orders early. Do it now, if you have not done it already." The sooner the jobber and manufacturer knows your wants the better chance you will have of getting them supplied.

When the matter of ordering spring lines is left until the last minute, the result is a congestion of business. Oftentimes the jobber has four or five hundred orders on hand to fill. Soon a great demand for cars is created, and in almost all such cases a scarcity results. Besides this the work in the shipping-room is greatly increased and the dangers of errors and mistakes creeping in is largely augmented. Additional expense is another result; due to larger staffs, longer hours, more correspondence and telegraphic business. These things all run into money, and the dealer is the man who must bear this increased cost. Every fair-minded reader will agree that he is the one who should bear such charges, because the congestion of business is due to his dilatoriness.

Help the jobber and manufacturer and place money in your own pocket by ordering your spring goods now, if you have not already taken this wise precaution.

There is always hope in a man that actually and earnestly works. In idleness alone is there perpetual despair.—Carlyle.

The Dealers Opportunity

SECURE YOUR CONTRACT FOR 1907 FOR

CATER'S PUMPS STAR WINDMILLS GASOLINE ENGINES

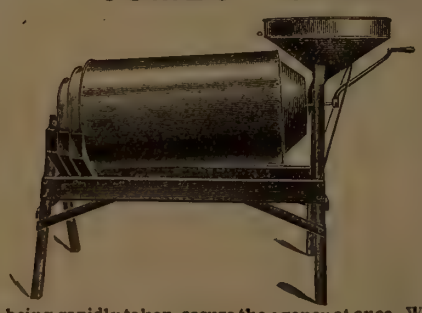
The Farmers want Cater's only.

BRANDON PUMP & WINDMILL WORKS

BRANDON, MAN.

Box 410. Reference, Bank B.N.A.

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS "JUMBO" GRAIN CLEANERS!!

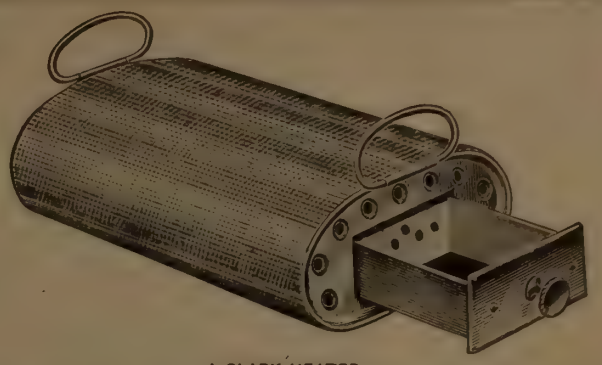


THE ONLY MACHINE perfectly adapted to the requirement of farmers in Western Canada. They are new, novel, and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.

The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

NOW IS THE TIME TO PUSH CLARK CARRIAGE HEATERS AND COAL

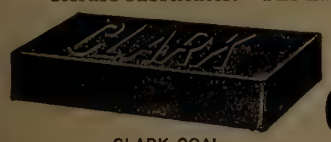


A CLARK HEATER

Everyone who rides on cold days needs a Clark Heater. **We make 19 Styles** at prices to suit every purse. The strongest, most efficient and most sightly heaters in the world.

Every brick of Clark Coal carries with it a guarantee to heat longer and stronger by 25 per cent than any other fuel ever made.

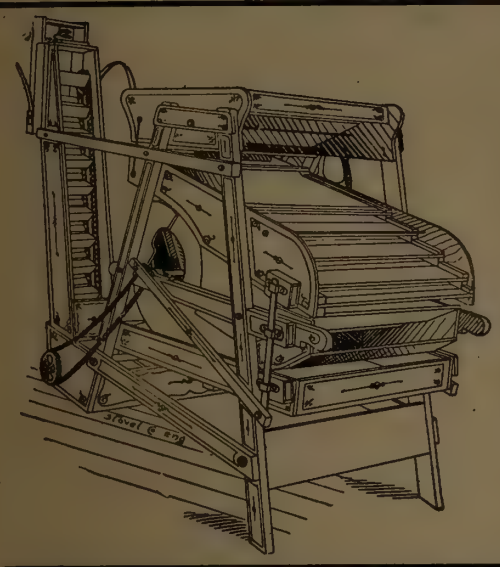
Refuse substitutes. The name **CLARK** on heaters and coal is a guarantee of quality.



CLARK COAL

Canadian Jobbers have these Goods. Get a Shipment at once. Write for our new catalogue.

CHICAGO FLEXIBLE SHAFT CO., 237 ONTARIO STREET, CHICAGO



PLACE YOUR ORDERS NOW FOR SPRING SUPPLY OF "HERO" GRAIN SEPARATORS

WE SELL TO THE TRADE ONLY **WE DO NOT PEDDLE OUR MACHINES**

Remember, Mr Dealer, we protect you and at the same time give you the best grain cleaner and separator on the market.

The "Hero" excels in thoroughness of work and cleans oats from wheat perfectly. Every part of every machine is carefully and thoroughly built of the very best material that we can secure. It is light, handy, efficient and reliable. It gives full satisfaction to every user and brings new business to every seller. Don't you want the grain cleaner trade of your district? If you do, handle the "Hero." Catalogue and full information will be sent immediately on receipt of your request for same.

HERO MANUFACTURING COMPANY LIMITED - WINNIPEG

MONITOR DRILLS

DOUBLE DISCS

SINGLE DISCS

SHOES AND HOES

Double Discs. We have overcome all difficulty heretofore encountered with our Double Discs. We guarantee these Drills to work right, without clogging. in any soil, under any condition that any Drill made can work in, and in addition to this, they deposit **all** the seed at the bottom of a clean wide furrow in two rows, spreading the seed further apart than any other makes of Drills, and cover all seed uniformly.

Single Discs. As shown by cuts, they drop the seed in front of the axle **with the downward turn of the Discs.** The discs thereby aid to carry all the seed to the bottom of the furrow. Discs sowing behind the axle with the upward turn of the Discs, tend to carry the seed **out** of the furrow and drop a large portion on top of the ground.

Draw Bars. All Disc Draw Bars are like those shown on the Single Disc. They are flat and straight. There is no strain on the bars **up** or **down,** its all **sideways.** We have the strength where it's needed. No wobbling, no getting out of alignment, no breakage.

Our Catalogue No. 31 describes all machines in detail, ask

THE FAIRCHILD CO. LTD.

WINNIPEG REGINA CALGARY

OR MONITOR DRILL CO. - MINNEAPOLIS, MINN.

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

LOW ROUND TRIP RATES
TO
ONTARIO, QUEBEC AND MARITIME PROVINCES

Tickets on sale Daily, NOV. 24 to DEC. 31, inclusive, good to return within three months

Finest equipment, including Standard First class Sleeping and Tourist Cars on all through trains.

TWO THROUGH EXPRESS TRAINS

Apply to nearest C.P. Ry. Agent for full information.

CANADIAN PACIFIC

ANNUAL

EXCURSIONS
TO
U.S. POINTS

Low Round Trip Rates
to

St. Paul, Minneapolis and Duluth, Minn.; Milwaukee, Wis.; Chicago and Peoria, Ill.; Cedar Rapids, Sioux City, and Des Moines, Ia.; Omaha, Neb.; Kansas City and St. Louis, Mo.

Tickets on sale daily

Dec. 1st to 31st, INCLUSIVE,
good to return within three months.

Apply to nearest C.P.Ry. agent for full information.

NORTHERN PACIFIC

$40.00 EASTERN CANADA
AND RETURN.

California Tourist Cars

DECEMBER 18th and JANUARY 3rd

Winnipeg to Los Angeles, without change, via Portland and San Francisco.

RESERVE BERTHS AT ONCE

OCEAN TICKETS

Full particulars from

H. SWINFORD, General Agent — PHONE 1446 — W. H. COLLUM, Ticket Agent

341 MAIN STREET. WINNIPEG, MAN.

To
Eastern Canada

GREAT NORTHERN RAILWAY

Via The Popular Line

$40 for the Round Trip

Tickets on sale every day—Nov. 24th to Dec. 31st—good for three months.

TRAIN LEAVES C. N. R. DEPOT 5.20 DAILY.

The train of Ease, Elegance and Excellence. Full particulars, reservations, etc., upon request.

A. L. CRAIG, Passenger Traffic Manager, St. Paul, Minn.
R. J. SMITH. D. F. & T.A., 447 Main Street, Winnipeg

Ask your local agent for sailings of Great Northern and N. Y. K. Steamship sailings to the Orient.

Opened a New Line.

On November 19th the Canadian Northern Railway Company added another link to their transcontinental line when their new road between Toronto and Parry Sound was opened for travel. The completion of this new branch has added 149 miles to the mileage of the C. N. R. Co. At the end of 1902 the entire mileage of this road amounted to only 1,276 miles, since which it has been increased to 3,000 miles. In three years the earnings of the road have increased from $1,335,000 to $4,190,000. In grain traffic, the increase has been from 9,395,000 bushels to the handling of 17,000,000 bushels of the crop of 1905. Lumber shipments have grown from 85,551,000 feet for the fiscal year 1902-3 to 141,614,000 feet for the year 1904-5. The equipment of this company has jumped forward at a magnificent rate. In 1903 they had only 47 engines, while this has been increased by an additional 75 since that time. The company had a total of 1,820 cars then, now they own and operate 4,900 cars. At Port Arthur this concern built gigantic elevators. Branches of their road are being laid in many parts of the West, and they are completing many new lines in the East. Assuredly the Canadian Northern Railway is an enterprise of which every true Westerner should feel inordinately proud.

Our Sentiments.

Some of our friends believe that the trade press mentions catalogue houses too frequently. It is an entirely different matter for the trade press to mention these retail mail order houses than it is for newspapers to advertise them with criticisms. The trade press simply keep the retail fraternity advised as to the plans and methods of the big catalogue houses. This kind of publicity is not a boost for the mail order trade, says Hardware Trade.

Going to Start Here.

The Petrie Manufacturing Co., of Hamilton, Ont., manufacturers of the 'Magnet' cream separator, who contemplate opening a branch for Western Canada at this point, recently favored us with a copy of their catalogue dealing with this machine. Among the most notable features of this booklet is the number of testimonials from numerous Canadian authorities recommending the Magnet separator. Copies of this catalogue will be mailed to any implement dealer who writes the company at Hamilton applying for same. Their factory is 225 x 90 feet and they have three other buildings devoted to the manufacturing and storage of their product. On writing this concern kindly do us a favor and mention Canadian Farm Implements.

Traction Engineering by Mail.

From the Heath School of Traction Engineering (by correspondence), we have received a copy of their prospectus outlining their course of study and the advantages to be derived by the man desirous of obtaining knowledge regarding the modern steam engine. This school of correspondence, by mail, is a new venture established in Winnipeg. The prospectus, which has been just issued, is something altogether out of the ordinary. It is printed on a quality of paper seldom used for such purposes, and its appearance certainly will attract attention. We believe that such a course of study is earnestly desired by our farmers and that this course will fill a crying need in practical educational circles.

Another World's Fair.

In 1909 the Alaska-Yukon-Pacific Exposition will be held at Seattle, Wash. This exposition is for the purpose of exploiting the Northern and Oriental trade and to make known and foster the vast importance of the trade of the Pacific Ocean and of the countries bordering upon it. Differing from other fairs, this exposition will not celebrate any particular event. It is estimated that it will cost ten million dollars, and will occupy 255 acres of ground.

A novel feature and something entirely new in connection with world's fairs, is the fact that the management plan the erection of permanent buildings. Many of the large exhibit palaces will be deeded over to the Washington University at the close of the exposition. All States and nations will be invited to erect buildings of this character which will give them an opportunity to install lasting memorials to their progressiveness.

McCORMICK SEEDING MACHINES AND TILLAGE IMPLEMENTS

A SATISFIED CUSTOMER IS THE BEST ADVERTISEMENT

SHOE DRILLS
DISK DRILLS
CULTIVATORS
SEEDERS

SCUFFLERS
SMOOTHING HARROWS
DISK HARROWS
LAND ROLLERS

FRONT VIEW McCORMICK SINGLE DISK DRILL

SECURE A McCORMICK CONTRACT

A line of seeding machines and tillage implements well advertised is half sold. If you have a McCormick contract you have the machines and implements half sold to begin with; it only requires a little extra effort on your part to close the sale. Don't wait but get a contract at once and be prepared to cope with other dealers during the coming year. For information write to nearest branch house or see blockman.

Western Canadian Branch Houses: CALGARY, Alta.; REGINA, Sask.; WINNIPEG, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO - - - U. S. A.

THE NORTH-WESTERN LINE

$40 Round Trip to Eastern Canada

Tickets on sale November 24th to December 31st. Good for return three months from date of sale.

The Best Service, Finest Passenger Equipment in the world will be found on the

North-Western Line

Minneapolis, St. Paul to Chicago
Four Fine Fast Trains Daily

For Special Canadian Excursion Pamphlet and any information desired about rates, time of trains, etc., write to

GEO. A. LEE, General Agent,
215, McDERMOT AVENUE,
WINNIPEG.

THE NORTH-WESTERN LINE

Eastern Canada Excursions

VIA GRAND TRUNK RAILWAY SYSTEM

$40.00 For the Round Trip

To all points in Ontario and Quebec, Montreal and West.

Proportionately low rates to stations east of Montreal.

Tickets on sale daily November 24th to December 31st.

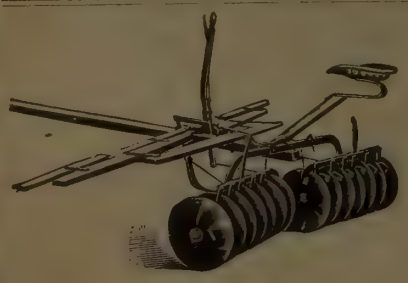
RETURN LIMIT THREE MONTHS.

The only double track line between Chicago, Niagara, Toronto, Montreal, and other principal Canadian cities.

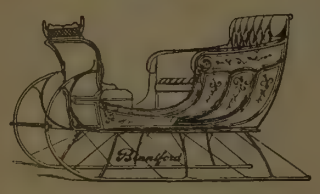
For further particulars apply to Canadian Northern, Great Northern, and Northern Pacific Agents, or write

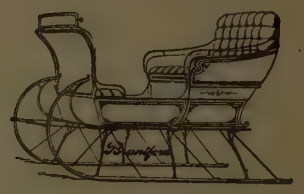
W. J. GILKERSON, T.P.A. G. T. Ry. System,
513 Ashdown Building, WINNIPEG.

We wish you a Merry Christmas
and a Prosperous New Year.



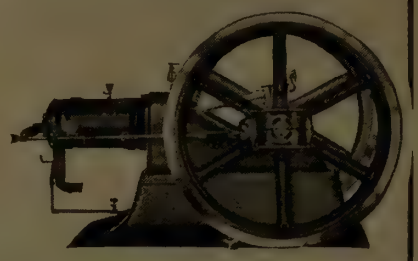
If the Name
BISSELL
is on your
DISC HARROW
you can be sure it is the best on earth.





We have the goods. We guarantee them.
What more do you want?

"SIMPLICITY"
stands for the best Gasoline Engine built, we have them in 2½, 4½, 6 and 10 h.p.



JOSEPH MAW & CO., Limited,
Market Square, WINNIPEG.

We want a Dealer in every town in the West
to handle our
CHATHAM SEPARATING MACHINE
A MONEY MAKER FOR THE DEALER
A MONEY SAVER FOR THE FARMER
The "CHATHAM" takes Oats from Wheat thoroughly

Solving the problem of preparing clean seed; making a 99% separation at the first operation. It is scientifically designed for this purpose, and is strongly built of the very best materials, and can be operated by either hand or power.

This machine solves the wild oat problem.

SEE THE POINT, MR. DEALER?

We make the famous Chatham Fanning Mills, Farm Scales, Incubators, and Kitchen Cabinets.

Write us for Agency Contracts.

Warehouses at Winnipeg, Brandon, Regina and Calgary.

THE MANSON CAMPBELL Co.
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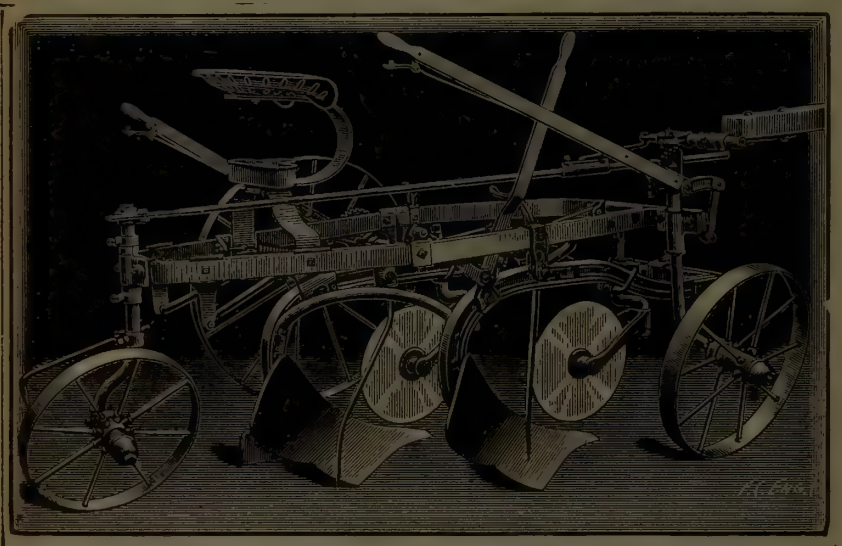

THE KING OSCAR GANG PLOW
Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin

J. THOMPSON & SONS MFG. CO. Beloit, Wis., U.S.A.

THE Frost & Wood Company LIMITED General Agents,
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WILKINSON

WAGONS are not only built of the very finest material obtainable, but the finish attracts a customer to them at once.

This is a point not to be overlooked.

When good material, honest workmanship and the finest possible finish are combined—the result is necessarily the best wagon on the market.

"THE LIGHT-RUNNING WILKINSON."

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